PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII No. 9 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA FEBRUARY 28, 1920

FILE COPY

You Sell Satisfaction When You Sell

EDDY

ESTABLISHED A.D. 1851.

Products

EDDY'S MILK PAIL

EDDY'S SILENT FIVE

EDDY'S FIRE PAIL

And Eddy wares are easily sold.

Because the Canadian public recognize the name Eddy as an all-sufficient guarantee of goodness. This quality reputation would in itself be a tremendous selling force behind your Eddy displays.

But in addition to this our Dominion-wide educational advertising is constantly creating new customers and bigger business for Eddy dealers everywhere.

If you are not already handling the Eddy lines begin **now** to reap your share of this widespread popular demand.

EDDY'S WASH TUB OR BABY BATH TUB

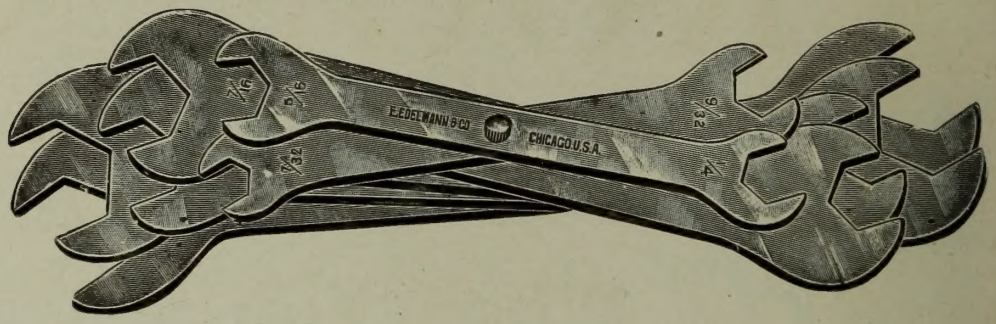
The E. B. EDDY COMPANY, Limited

HULL - CANADA

Quick Sales

For This Team Work Combination

One of the Edelmann Products



This Display Sells a Popular Product While You Are Busy

Customers sell themselves from this strikingly handsome, lithographed display stand. Supplied free with a unit package of 15 Sextett Rench Sets.

The stand contains 15 of these clever, distinctively thin (1/10″ thick) wrenches. Six double-end wrenches—12 different sizes, all highly nickel-plated. Wanted on sight by every auto owner, motorcycle, bicycle, sewing machine and many other machine owners.

In: 7-32″, 9-32″, 11-32″, 13-32″, 15-32″, 17-32″, ¼″, 5-16″, ⅜″, 7-16″, ½″, 9-16″ sizes.

Held together, when not in use, by knurled thumb-screw—all in a handsome box.

Absolutely Guaranteed

E. Edelmann & Company

CHICAGO **U.S.A.**

Manufacturers of

"Breaknot" Hydrometer,
4-in-1 Screw Drivers,
Hand Wrench Set.

Jumbo Grease Guns
3-in-1 Screw Drivers
Perfect Coupling Assortment
Leaknot Air Chuck, etc.

Gem Grease Guns
Han-d Hammers
No. 312 Cut Outs

Ask Your Jobber.

HARDWARE AND METAL, February 28, 1920. Volume XXXII., No. 9. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

SAMSON ROOFING

FOR ALL BUILDINGS

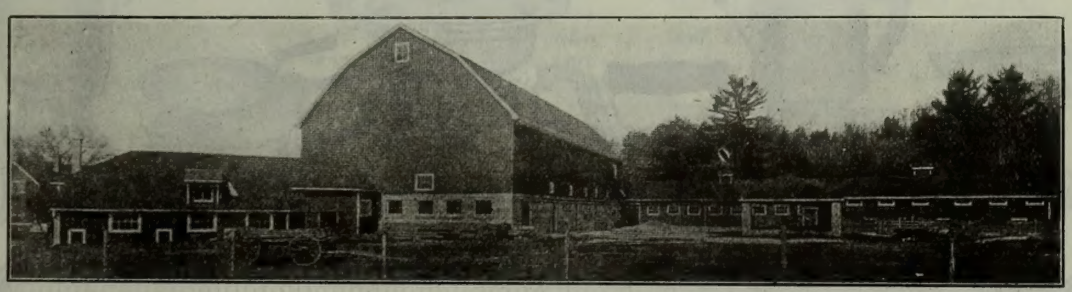
Truly a perfect roofing and the pride of the most exacting conditions of manufacture.

You will find it not only most profitable, but actually a pleasure to handle.

The quality of materials and expert workmanship go to make a roofing which you can depend upon to give the very best satisfaction.

1 Ply 2 Ply 3 Ply

H. S. Howland, Sons & Co., Ltd.
TORONTO



UNIVERSAL
ELECTRIC HOME NEEDS

Universalize Your Store

It isn't necessary to put dynamite under UNIVERSAL Goods to move them. They never become members of the Old Settlers' Fraternity. They are quick to move when their price is in sight. You know that. But sometimes UNIVERSAL Home Needs that should be working in homes are loafing on store shelves. This is largely because they are not displayed. Often they are hidden by goods that are less attractive, less in demand, on which there is less profit.

If you have any UNIVERSAL stock that seems to have forgotten its way out of your store, tidy it up and let it be seen by your customers. You cannot go wrong by showing or selling anything with the UNIVERSAL Trade Mark. Move every UNIVERSAL article out of your store—that's the best way to make room for more.

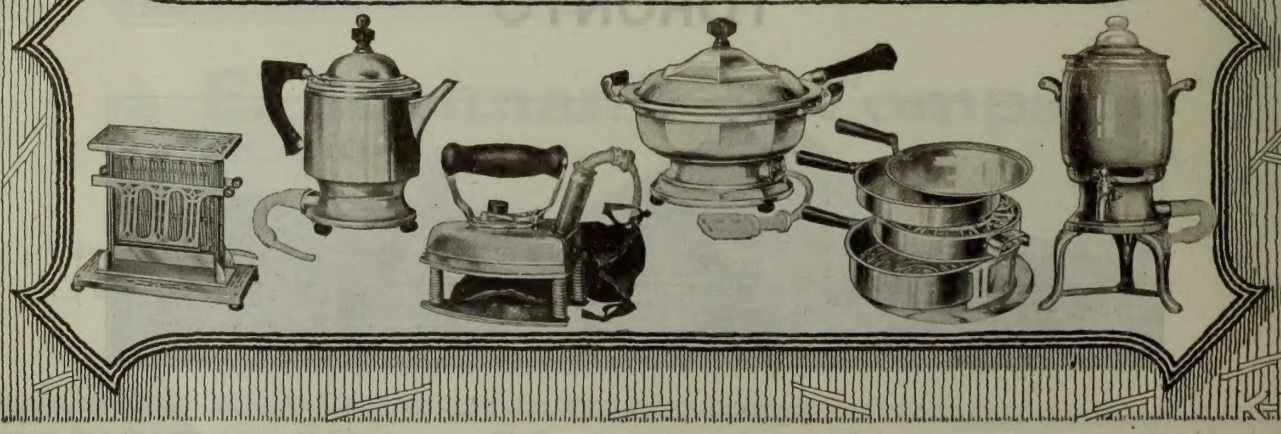
"UNIVERSALIZE THE HOME." That's the big idea which is being promoted in UNIVERSAL advertising. It is helping dealers to put UNIVERSAL goods into every home, everywhere.

Canadian Representative :

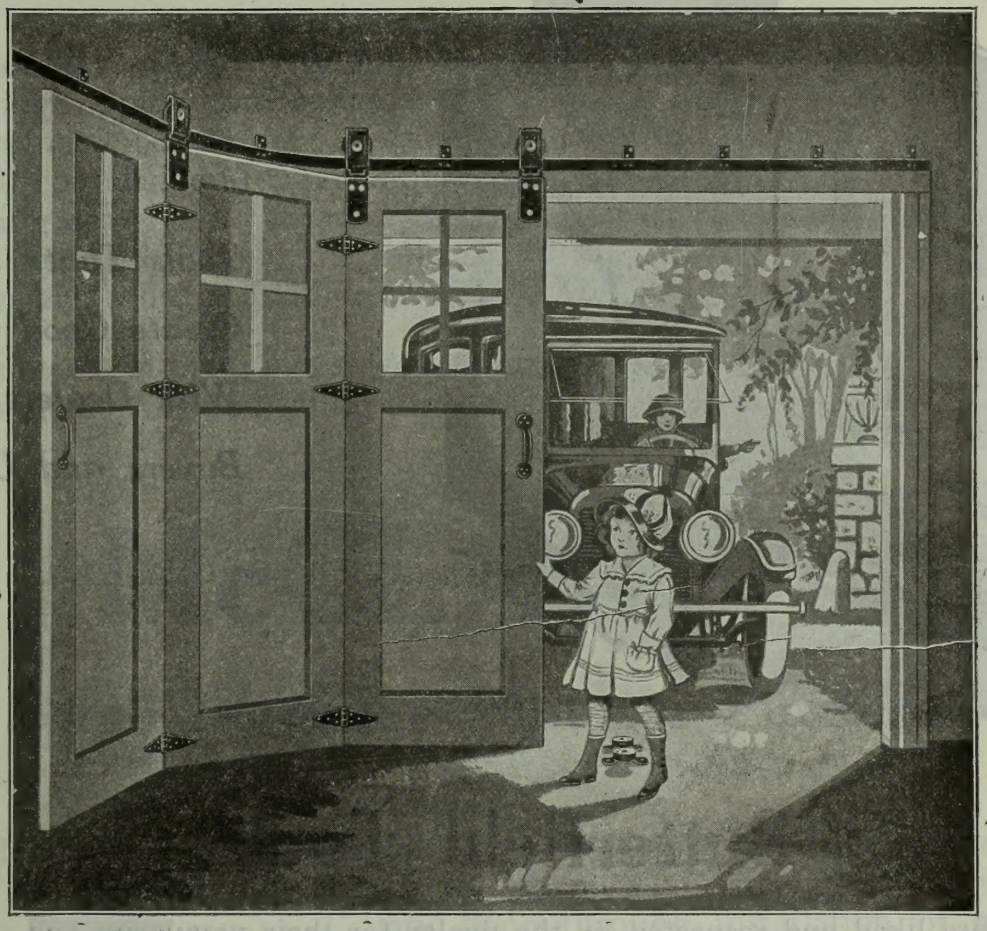
Montreal **A. MACFARLANE & CO., LIMITED** Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.

The Trade Mark known
UNIVERSAL
in Every Home



Hatch Garage Door Outfits



Canada Will Possess a Total of 500,000 Autos In 1920: Every Automobile Must be Housed

Records show that the number of automobiles in Canada has doubled about every two years. There is every indication that this will continue for some years. Your market for Garage Hardware is assured. Hatch Garage Door Outfits are sensible, practical and made with exacting care. They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot intefere with their working easily and reliably.

The Hatch Set is easy to sell and profitable.

The Sets Includes:

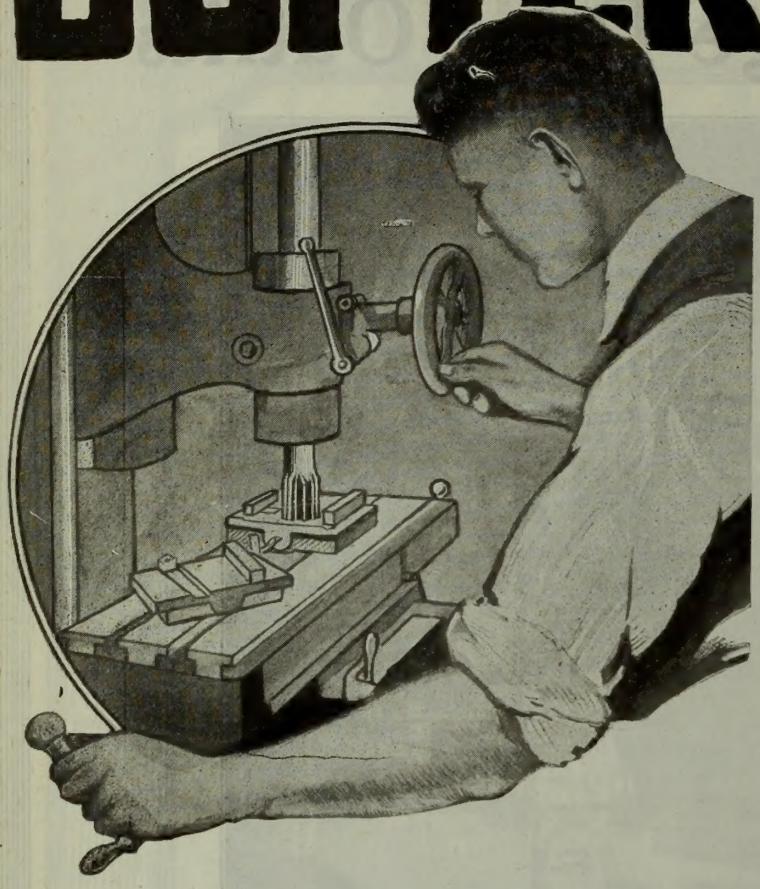
3—Special Swivel Door Rollers. 22 Feet of Track, 3—Paris Special Garage Door Hinges. 3—Stay Rollers (Floor Guides). 2—Extra Heavy Garage Door Handles. 1—Safety Hasp (For Fastening Doors Outside). 1—Hook and Eye (For Hooking Back Swinging Section Inside).

The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

BUTTERFIELD



Tools That Create Good Will With Dealers, Buyers and Users

Butterfield Tools

are liked and respected by the dealer for their popularity and ready sales—for the absence of complaints and returned goods. The purchasing agent or the individual mechanic finds them a "good buy" and far more than satisfactory. Skilled labor and responsible executives have confidence in them inspired by agreeable experience.

Give Service That Multiplies Sales

These reliable tools are known to dealers for their business-building qualities. Most dealers handle them, but if by chance you don't at present, you will find in them a new source of revenue and sales that bring "repeat" business and hold the customers—multiplying your sales.

Get a Catalog

Butterfield & Company, Inc.

Rock Island, Que.

The Fame Behind the Name

Steadily, sturdily, triumphantly McClary's organization has built up through a long term of years a character, unrivalled. The fame behind the name has induced cautious buyers to purchase freely and with unusual confidence McClary's Stoves, Ranges and Furnaces. The enterprising dealer, who observes closely the continuous demand, and who desires to participate in the satisfactory sales and good profits, buys, displays and sells, in and out of season, McClary's goods.

Pioneers in many lines, we are pleased to introduce for 1920 the latest system of home heating through

McCLARY'S

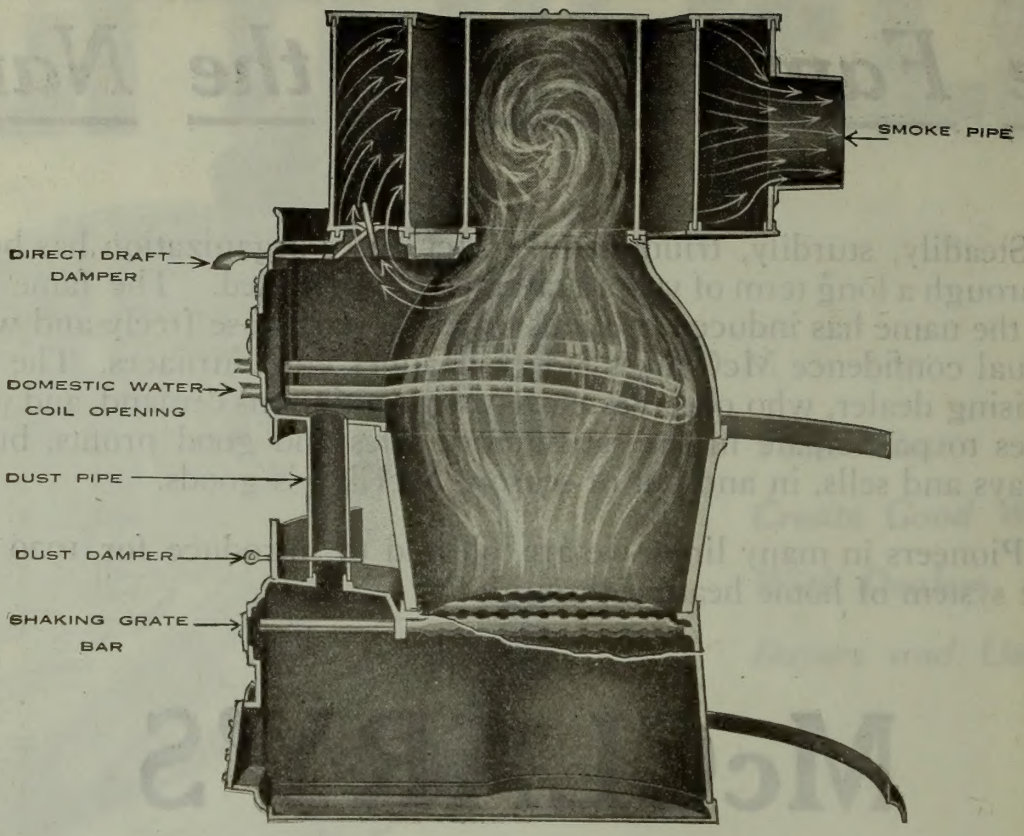
Sofco Sunshine Pipeless Furnace

Heats the home through one large register and only one hole to cut in the floor — no defacing of the walls and floors through installation of many warm and cold air registers; only minimum basement room required. Furnishes adequate heat in the coldest weather through air circulation by natural flow. Specially recommended for houses already constructed. A new Furnace which every dealer should know about. Write our nearest Branch for descriptive circular.

McCLARY'S

Makers of Good Stoves and Cooking Utensils

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N. B.
HAMILTON CALGARY SASKATOON EDMONTON



Now is Your Opportunity to Make Big Profits Selling this

"SOUVENIR" WARM AIR FURNACE

Burns Coal or Wood

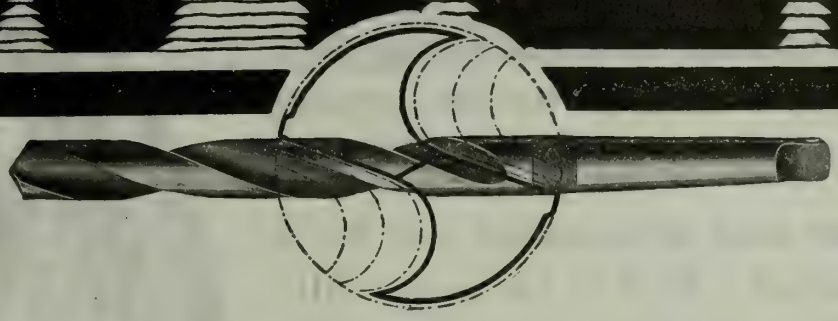
WE are being deluged with orders for this Furnace, on account of its suitability to the class of houses which are being erected at present by builders, contractors and housing commissions. It is absolutely the most practical Furnace of its kind on the market to-day, and is designed to properly warm small and medium-sized houses at a moderate cost. It is made in two sizes: 18 and 20 inch, one piece, heavy corrugated fire-pots and equipped with the Smythe Triangular pattern grate, recognized as the best type of triangular fire-grate. One or all may be removed or replaced without removing the others.

You have only to show this Furnace to the builder and quote the price and you will get his order. Act quickly—this is a golden opportunity for you. Write us to-day for prices and further information.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
MR. W. C. CHESTER, Hamilton Street, Vancouver
MR. F. C. MOORE, 143½ Higgins Avenue, Winnipeg



If a Customer came in and said: "I want—

A Special Reamer for Ford Car Repairs"

Have You Got It?

This popular special reamer is designed and made especially to meet the need of mechanics repairing Ford Cars. It is very well liked and a heavy demand for it is growing heavier all the time.

"Where there's a WILT
There's the Way"

All this superior line of Carbon and High Speed Twist Drills, Reamers and Milling Cutters are known for the best of their kind by mechanics everywhere.

Wilt Twist Drill Company
OF CANADA, LIMITED

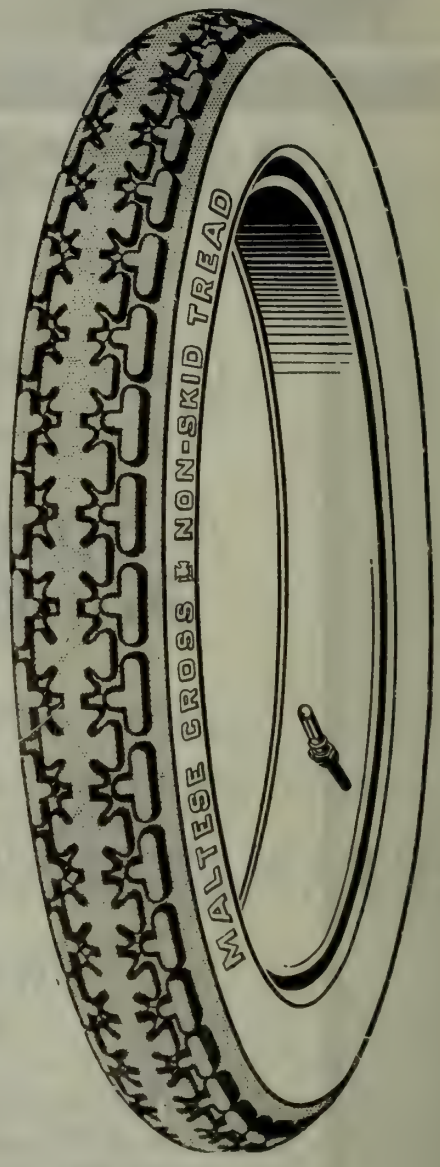
Walkerville - - Ontario

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England.

The "Fitting Out" Period Is at Hand

March will see the motorist going over his car to put it in shape for the coming season.

Tires, tubes and accessories will be in great demand. YOU can make BIG MONEY by catering to this trade, Arrange a display NOW of Gutta Percha tires and accessories. Suggest different articles to the motorist when he calls—it will pay you handsome profits.



"Gutta Percha" Tires

are universal favorites. Your customers who have tried them KNOW they are truly "The Tires that Give Satisfaction." See that your stock is complete for the "Fitting Out" Period.

"The Tires that Give Satisfaction"

Gutta Percha and Rubber, Limited

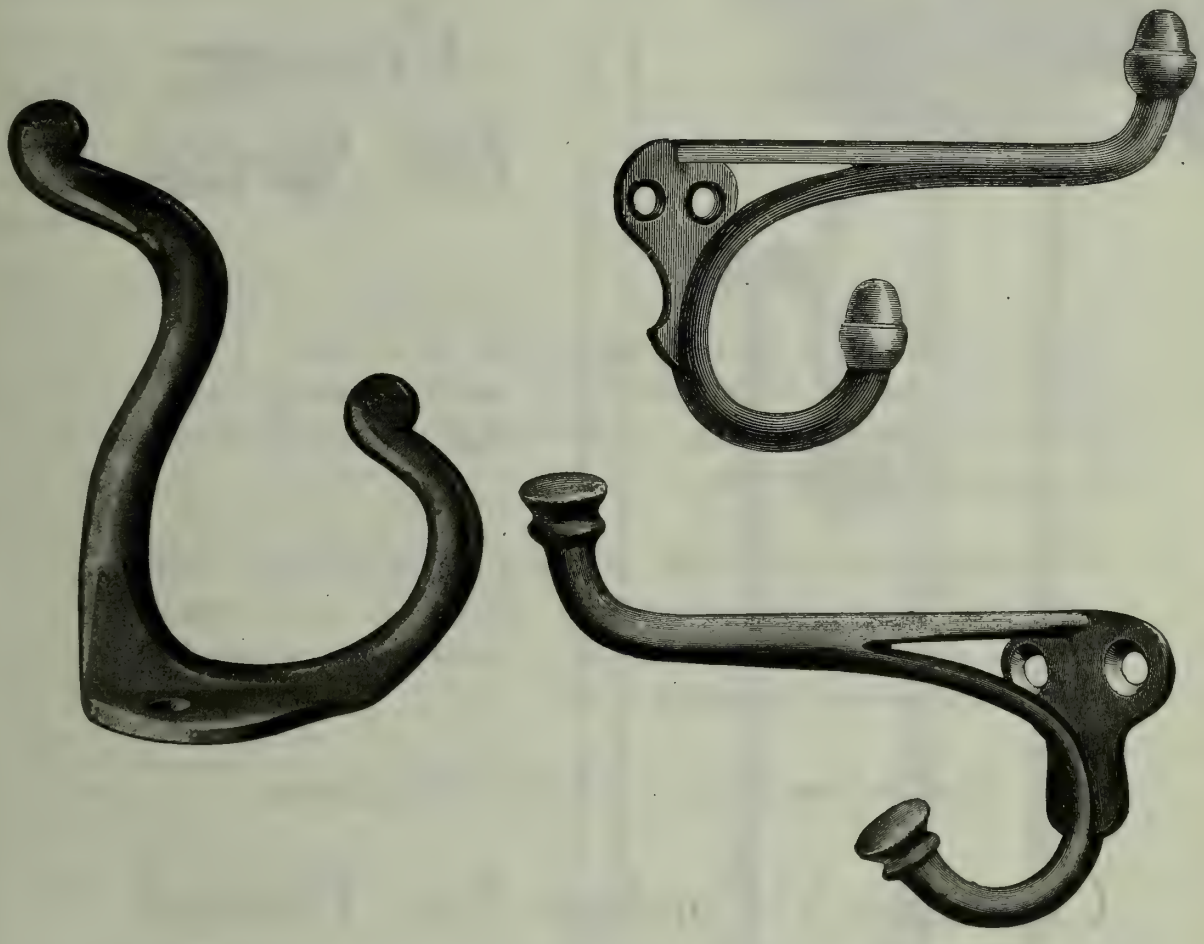
Head Offices and Factory: Toronto, Ont.

Branches:

Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

CANADA
FOUNDRIES & FORGINGS
LIMITED

For Canada's Many New Homes

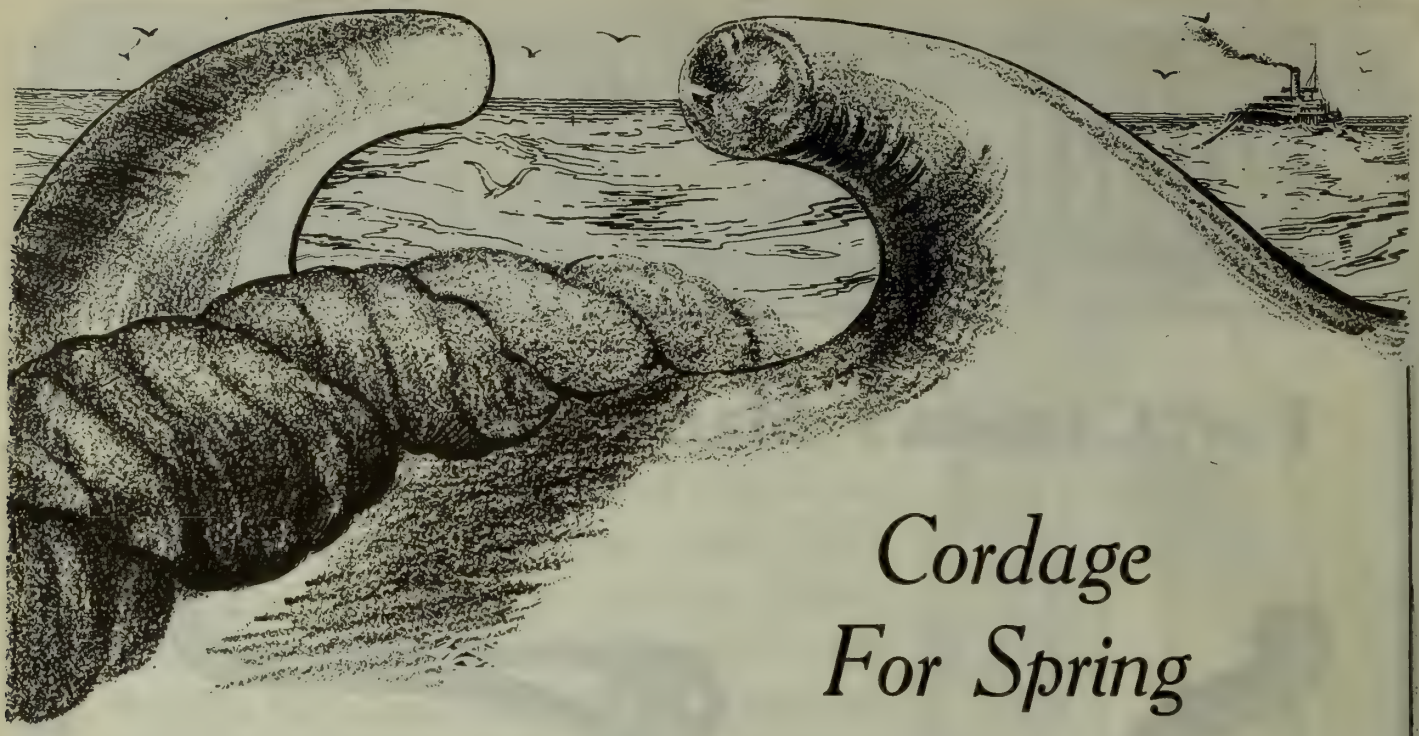


IMMEDIATE SHIPMENT FROM STOCK
ORDERS FILLED IN PRIORITY

SEE YOUR JOBBER

JAMES SMART PLANT
BROCKVILLE -- CANADA

Spend your dollar in Canada and see it again.



Cordage For Spring

"Bear-a-hand" with your spring sorting up of stock. Every indication points to extraordinary activity along many industrial lines this spring. That cordage requirements will be exceptional is obvious.

Our distributors are close at hand. Let us know your requirements for *navigation, tow lines, hay fork, transmission rope, baling, clothes lines, wrapping and binder twines, anchor and tarpaulin ropes.*

Coast to Coast Service—13 Distributing Points

Consumer's Cordage Co., Limited

Head Office, Montreal, Canada

Mills at Montreal and Halifax. Branches and Stocks at St. John, N.B., and Toronto

Agents and Stocks:

TEES & PERSSE, LIMITED,
Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

JAS. BISSET & CO., Quebec
MACGOWAN & CO., Vancouver

95 Years Perfect Quality that Satisfies Your Customers—1825-1920

Best by Every Test *Established 1825*

Stewart No. 1 Clipping Machine

For Cows, Horses and Mules

Your Customers Are Being Urged By the Agricultural Press to Keep Cows Clipped For Clean Milk and Summer Comfort

The Stewart No. 1 Clipping Machine is an article of interest to all your rural customers.

Farm papers and dairy experts advocate clipping the hair on the udders, flanks and adjacent parts of cows in the interest of clean milk. This custom is well established and rapidly growing. In some parts of the United States it is already compulsory and in others milk producers recommend it for higher grade milk, bringing special prices.

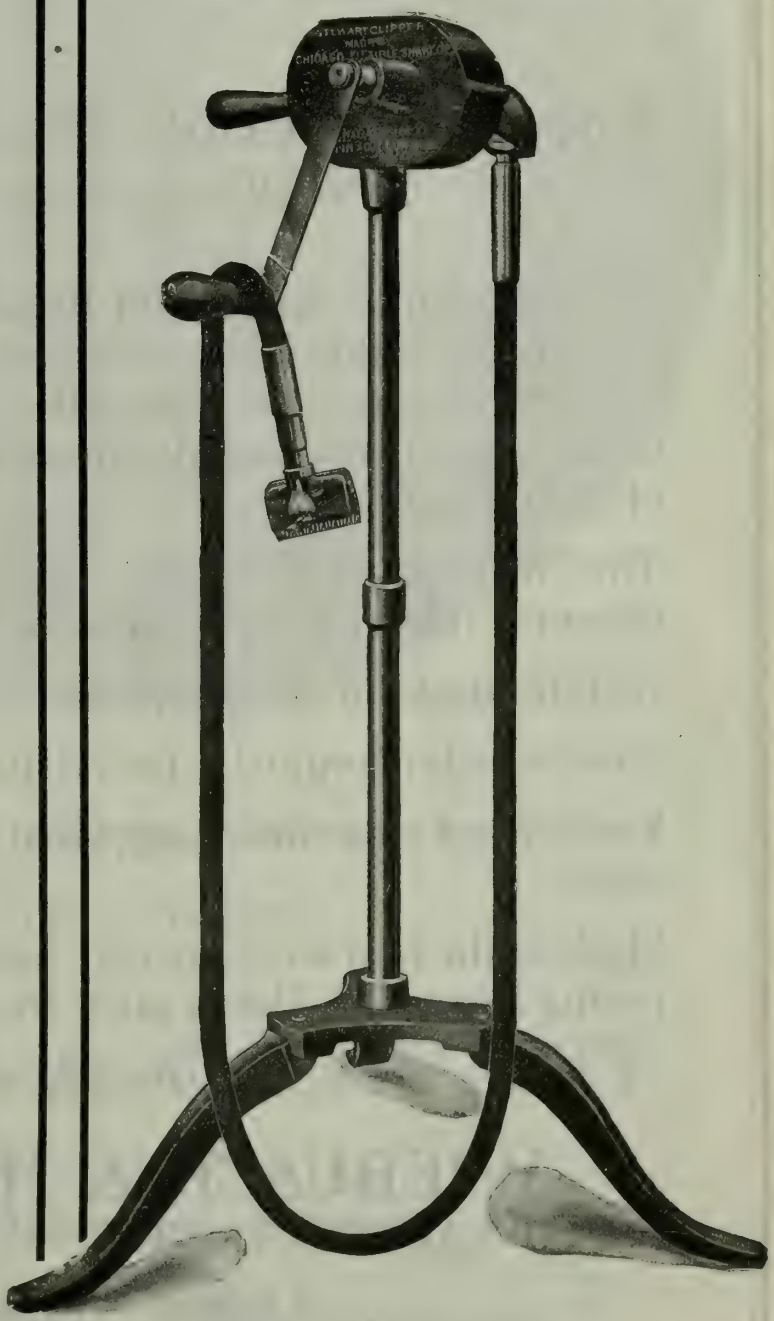
The hardwareman should keep abreast of this movement among the progressive dairymen of Canada. Stock, display and recommend the Stewart No. 1 Ball Bearing Clipping Machine. It spells progress, prestige and profit for your store.

Clips horses and mules also. We are telling your customers to"INSIST ON A STEWART—the kind that always satisfies."

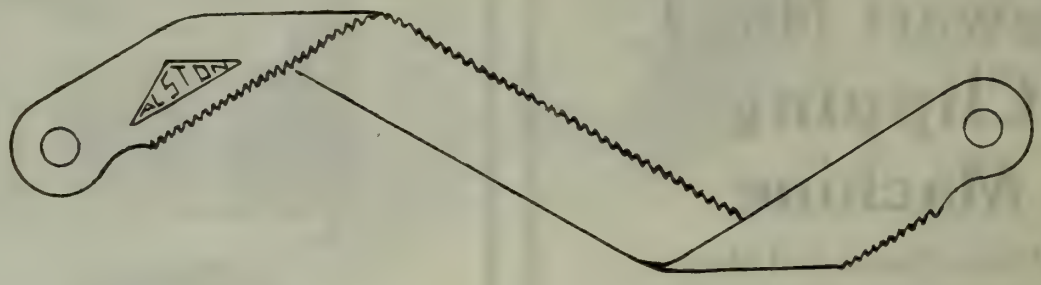
Ask your jobber NOW—or write us. Don't depend on special ordering this season.

Chicago Flexible Shaft Company

5608 Roosevelt Road, Chicago, Ill.



"ALSTON" HACK SAW BLADES



The Only Flexible Hack Saw Blade That *"Will Not Break in Service"*

Do not confuse the Alston Flexible Blade with the air-hardened flexible blades offered by the market as non-breakable. A comparative test will convince you that no sacrifice of cutting has been made to get the tough or flexible quality of Alston saws.

The "Will not break in service" type of saw is the greatest economy offered in hack saws to-day.

Just the blade for all light power and hand frame work.

A few words in regard to the Alston power blade.

You are not experimenting when you order the Alston hack saws.

Made of the best steel, special heat treated process and tempering leaves the Alston saws free of strains and brittleness.

Write for Catalog.

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. NEW YORK

Canadian Selling Agent:
JAS. GERARD KERR - - 411 St. Nicholas Bldg., Montreal

Have you one of these transparencies on your window?
We will send you one free on request.

FRASER & COMPANY

Canadian Agents

10 Hospital Street

MONTREAL

Made in Canada

"FLEXO"

Made by Canadians

BACK—TO—NATURE SKATE

Can be used on any shoe, because there is no strain on the heel.

Is stronger than the old-time skate, because it "Flexes" where they break.

The "Flexo" Skate is the only flexible skate in the world. If you can walk you can skate with "Flexo" Skates. The "Flexo" Skate is made in three models.

Model "A"—Made of Polished High Grade Steel throughout.

Model "B"—Made of Nickel-Plated High Grade Steel throughout.

Model "C"—Made of High Carbon Steel Nickel-Plated Blades, Aluminum Tops (specially designed) which ensures the maximum of strength with the minimum of weight.

The "Flexo" Skate was invented by a practical skater and thoroughly tested by experts. Owing to a great demand for these skates a large number of orders have been unavoidably held over. These orders will be filled as soon as circumstances permit.

Our representatives will be calling on the hardware trade throughout Canada in the near future.

To assure yourself of a supply of "Flexo" Skates for next season place your orders with our salesmen or write

THE CANADIAN FLEXIBLE SKATE CO., LTD., 376 Spadina Ave., TORONTO, ONT.

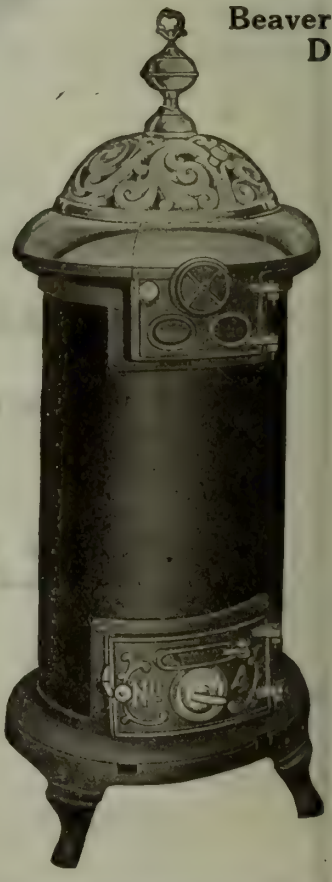
Beaver A

All the Davidson Selling Features Are in Beaver Heaters

Here are heaters constructed on the famous Quebec Heater principle. They are supplied with or without grates as desired. These "Beavers" are lined with fire brick and the bodies are of extra heavy blued steel. In appearance and durability also, they satisfy customers, making for you increasing, permanent trade.

We fill orders promptly for these excellent, popular heaters in sizes 2, 3, 4, 5 and 6, either plain or nickel-plated.

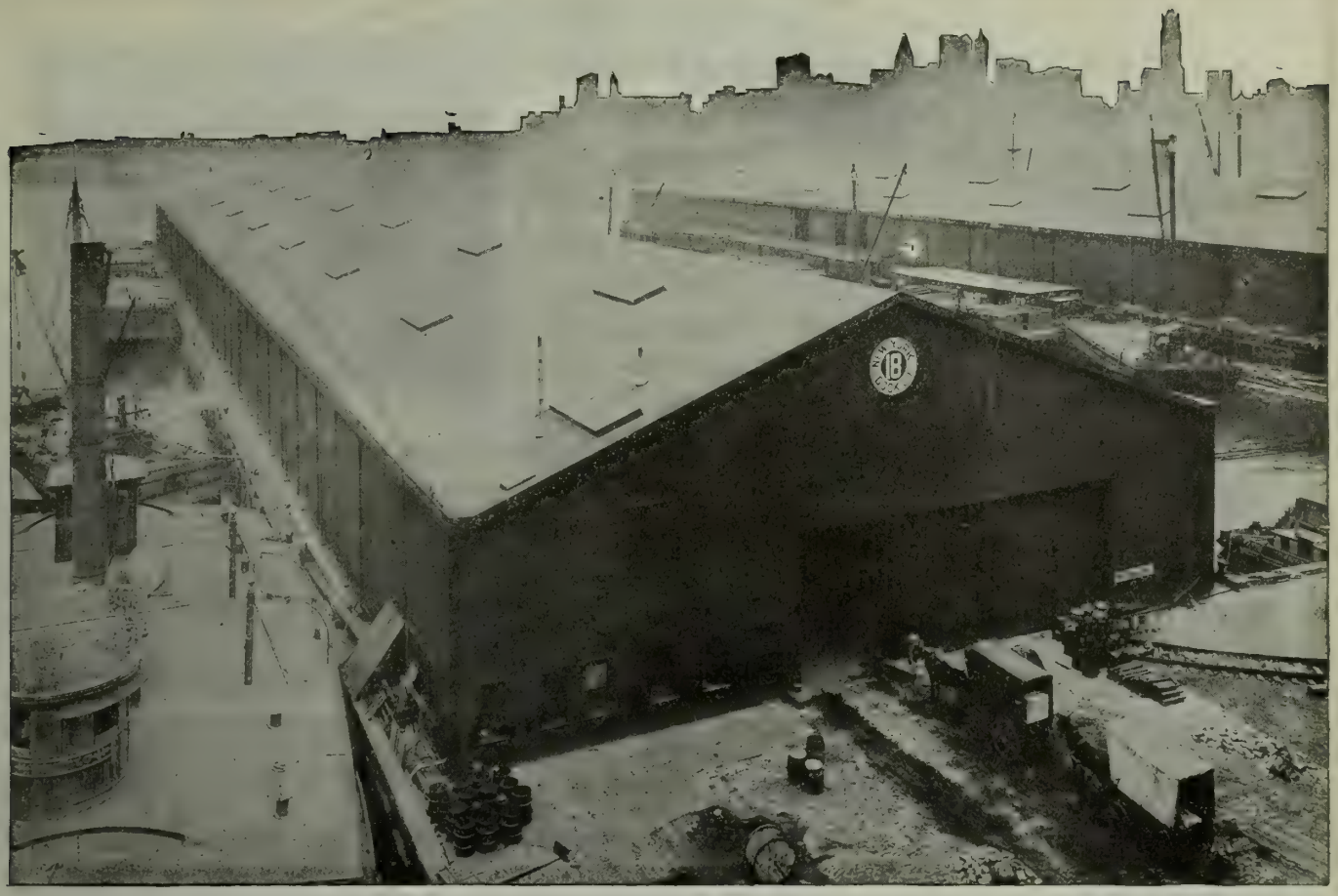
Beaver D



The Thos. Davidson Mfg. Co.

Limited

Toronto Montreal Winnipeg



On New York Piers

Where moist, salty sea breezes alternate with smoke and gas-laden land breezes in their attacks on sheet metal, ordinary sheet metal doesn't last long.

The New York Dock Company discovered that fact, and so, when they built Pier No. 18 at the foot of Joralemon St., Brooklyn, their engineers, Robbins & Ripley, specified Toncan Metal.

At the same time they specified Toncan Metal for Piers No. 17, 36 and 40.

Toncan is not only far more lasting than ordinary sheets but it also possesses superior welding and forming qualities.

If you are a user of metal sheets write us for complete information.

CANADIAN DISTRIBUTORS:

DOMINION SHEET METAL CORPORATION LTD. - HAMILTON, ONT.

THE PEDLAR PEOPLE LTD. Executive Offices and Factories: **OSHAWA, ONT.**

Branches: Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver

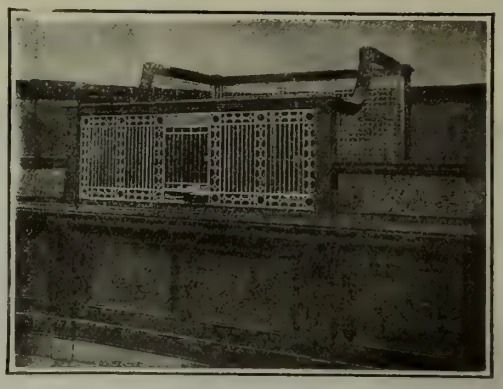
Toncan Metal is made only by The Stark Rolling Mill Co., Canton, O.

Our Book, "Corrosion—The Cause —The Effect—The Remedy," should be in your library. Write for it.

TONCAN METAL

Resists Corrosion

ALTHOUGH we do the greatest business in Canada in Bank Bronze and Iron work and receive the largest contracts for high-class work, we welcome the smaller jobs and are in a first-class position to turn out Tellers' Cages, Railing, Wired Enclosures, Etc., quickly for branch bank offices opened on short notice.



Send us your enquiries and let us submit designs and estimates.

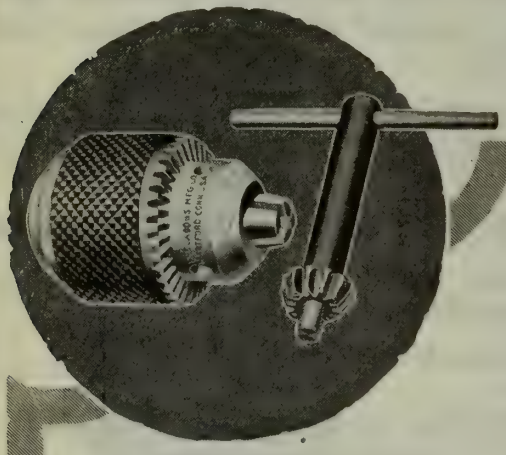
WE ALSO MAKE

Stairways, Elevator Enclosures, Spiral Iron Stairs, Grills, Wickets, Marquises, Brass Railing, Window Guards, Wirework of all Kinds, General Builders' Ironwork, Steel Cabinets, Steel Safes, Steel Shelving, Etc.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

HALIFAX MONTREAL OTTAWA TORONTO HAMILTON WINNIPEG CALGARY VANCOUVER

SHOW THEM A BETTER WAY



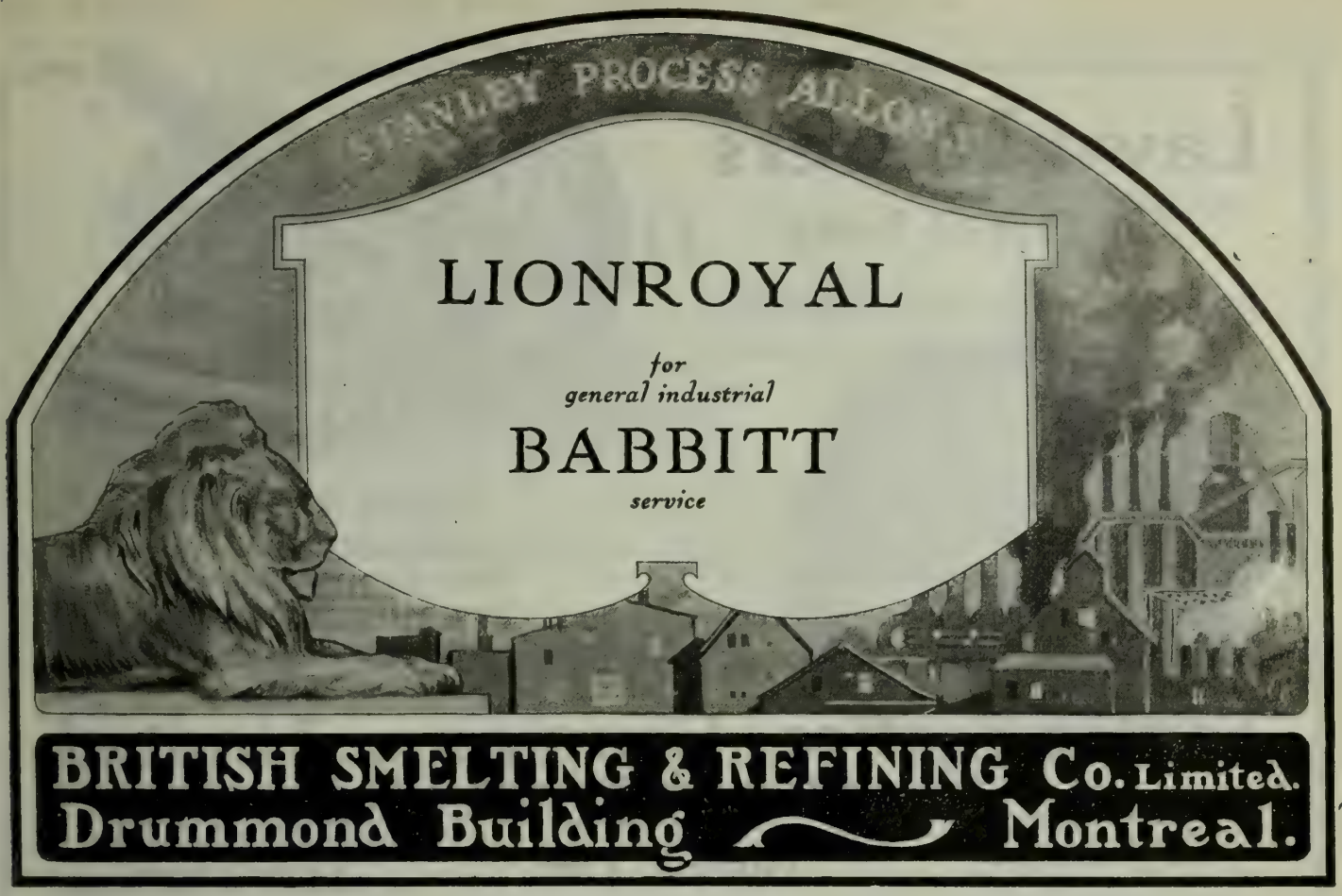
Showing your customers a better way to do their work is the surest way to their confidence.

Hundreds of dealers throughout the world have learned that to sell a Jacobs Chuck to a drill user never fails to make him a steady customer.

If you deal in mill supplies order a stock of these reliable, firm-gripping chucks to-day. If you do not handle mill supplies this is an opportunity to start a department that Canadian hardware dealers have found a most profitable line.

Dept. H.-M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.



BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

Time to Order
FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

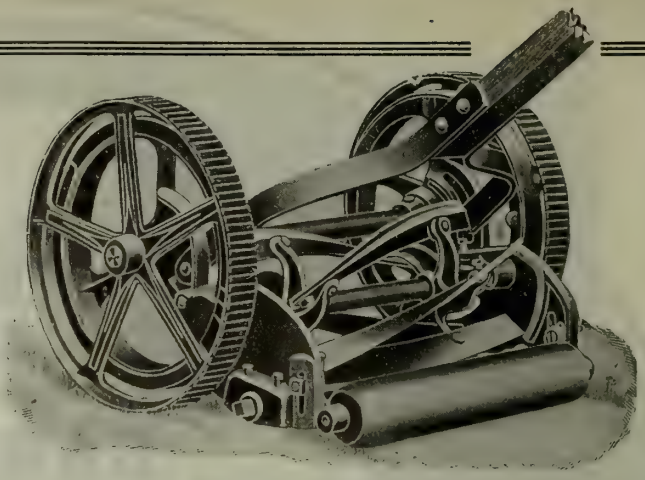
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Lawn Mowers

"The Test of Years"

Because of the high grade workmanship and quality of material used, T.-F. lawn mowers stand unequalled.

We are the only concern in Canada who make an absolute specialty of this line extending over a period of 40 years. Our name being on every machine is a guarantee of quality.



Famous Names:
—"ADANAC"
—"WOODYATT"
—"EMPRESS"
—"STAR"

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

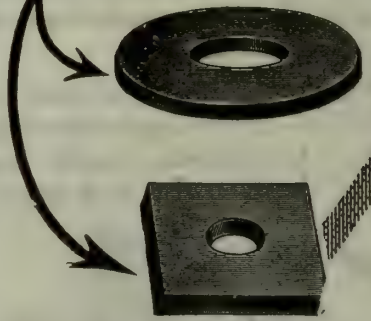
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

Vinegar
and
Syrup Pumps

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs,
Felloe Plates,
Sheared and
Punched Plates.
Malleable Washers
and Cast Iron Washers.

Prompt Shipment

Wrought Washer Mfg. Company
Milwaukee, Wis.

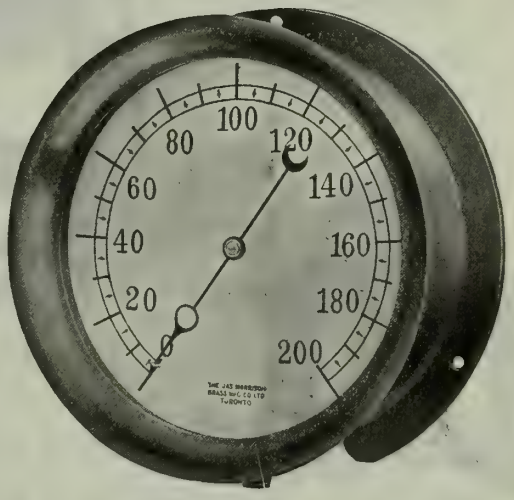
A Reliable Indication of Good Indicators

Morrison Gauges

include gauges for every conceivable purpose —for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale of every order and most inquiries.



James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto

Spring Time is Harness Time

When the farmer begins to think of getting back on the land he just naturally thinks of harness. The old set "that barely got through last year" will have to be replaced. Think how much easier it will be for you to sell him a well known guaranteed harness.

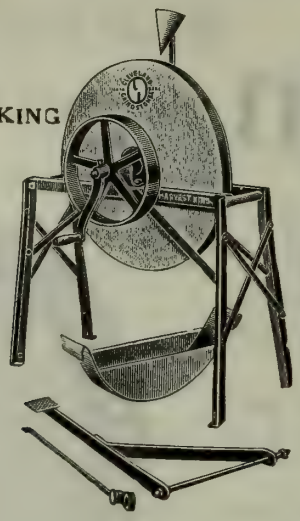
Imperial Brand Harness

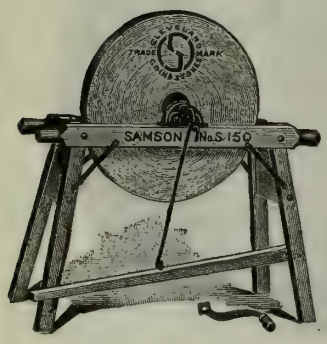
is giving complete satisfaction to thousands of users. Sell Imperial Brand; it's less work than making up harness yourself and pays you a good profit. Stock up sufficiently now as the season is close at hand, and nobody knows when prices may go up again.

SAMUEL TREES & CO., LIMITED
42 WELLINGTON ST. E TORONTO

CLEVELAND GRINDSTONES
MEET YOUR NEEDS

HARVE T KING





THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

"There is but one Kiddie-Kar"

KIDDIE KAR TRAILER

The Trailer

A valuable adjunct to the Kiddie-Kar from the dealer's point of view as well as the child's. The Trailer exactly satisfies the child's desire for expansion and development of the Kiddie-Kar, and brings the youngster's eager persuasion to bear on parents. Display the trailer. See that your clerks sell a trailer for every Kiddie-Kar.

Canadian K.K. Co., Limited
Elora, Ontario, Canada

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.
CHICAGO, ILL.

TRADE YALE MARK

Behind YALE Padlocks

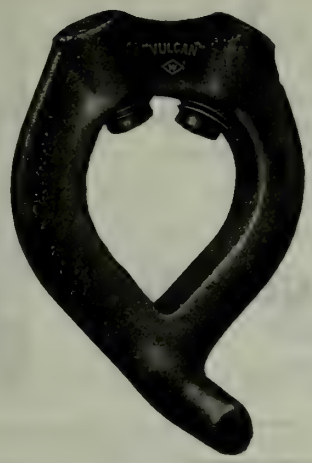
and every other "Yale" product—Yale Night Latches, Door Closers and Builders' Hardware is the modern Yale plant at St. Catharines, Ontario.

Up-to-the-minute manufacturing methods, sound designing and construction practice, and the rigid Yale inspection system, make certain that every Yale product is fit for the purpose for which it is intended.

The trade-mark "Yale" on the product is our guarantee that it is.

"The trade-mark 'Yale' helps makes the sale."

Canadian Yale & Towne Ltd., St. Catharines, Ont.



Williams' "Vulcan" Drop-Forged Safety Lathe Dogs

DESIGNED to insure the maximum of safety, care was taken to provide a form as close to a circle as possible —no bunching or extension of the head portion, no "sleeve-catchers" to cause injury to the unwary operator.

They provide safety complete and automatic and, with this assured safety, better balance on the lathe and every whit of utility obtainable in this class of tool.

The price is the same as for the dangerous kind.

Bent and Straight Tail, 1 or 2 Screws, 16 Sizes, 3/8 to 6-inch Capacities.

May we send you a copy of our Machinists' Tools Booklet?

J. H. Williams & Co.

"The Drop-Forging People"

30 Richards St. Brooklyn, New York

THE A. G. LOW CO., LIMITED

30 Pacific Ave., Saskatoon, Sask.

Agents for Manitoba, Saskatchewan, Alberta and British Columbia

Sell Articles That Are Known

They are the most profitable kind to stock.

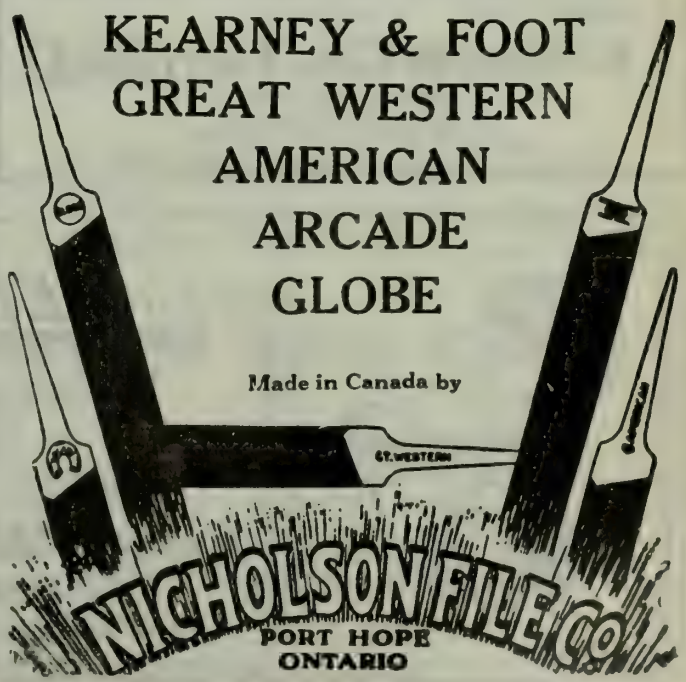
Famous Five Files have been the standard for over fifty years. File users know them as such.

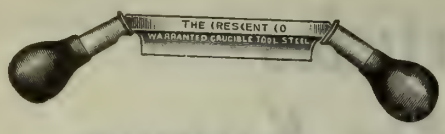
That is why they mean quick, easy sales and satisfied customers.

Carry a good representative stock and order promptly when any variety runs out. We carry big reserves, so that your jobber may be able to fill orders without delay.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE





Small Tools and
Hardware Specialties
Hack Saws and Frames

Crescent Line

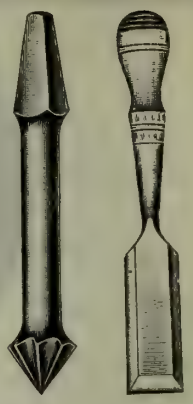
A reliable, salable line of goods that are made up to a standard of quality that holds your customers and builds future sales.

At Your Jobbers

Campbell Agencies

Toronto, Canada

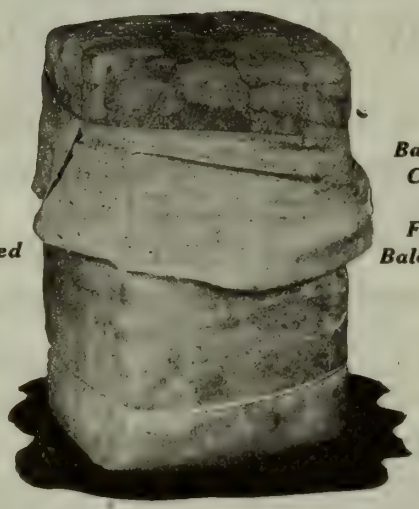
The Crescent Company
Meriden, Conn.



SPONGES

(British and West Indian)

Highest Quality Unbleached

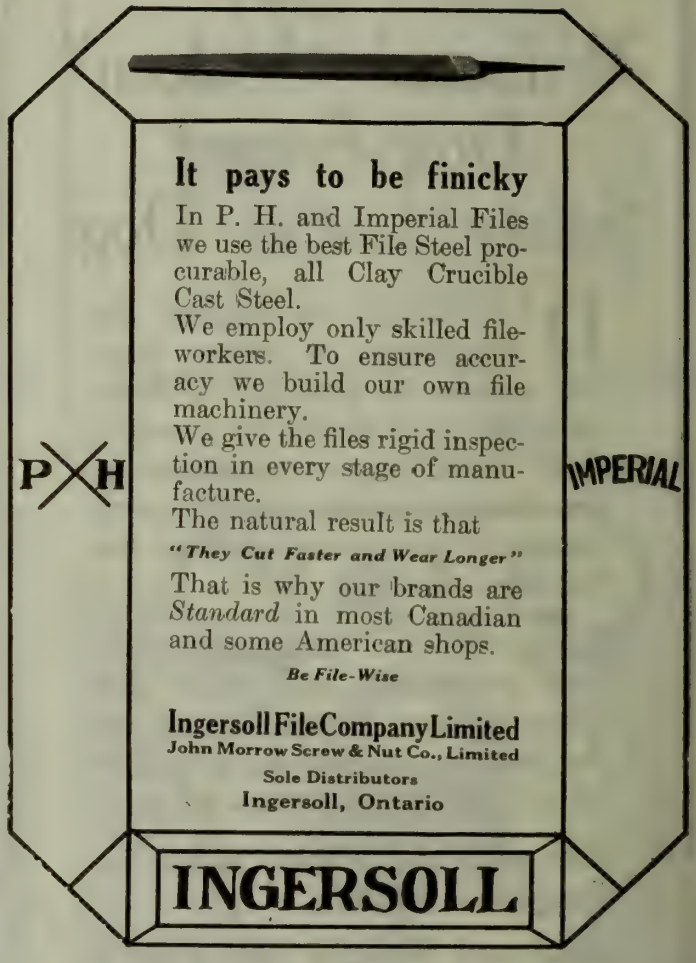


Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)
Head Office and Warehouse
247 St. Paul St. West, Montreal.
Toronto Office 8-10 Wellington St. East, Toronto, Ont.



It pays to be finicky

In P. H. and Imperial Files we use the best File Steel procurable, all Clay Crucible Cast Steel.

We employ only skilled file-workers. To ensure accuracy we build our own file machinery.

We give the files rigid inspection in every stage of manufacture.

The natural result is that

"They Cut Faster and Wear Longer"

That is why our brands are *Standard* in most Canadian and some American shops.

Be File-Wise

P H

IMPERIAL

Ingersoll File Company Limited
John Morrow Screw & Nut Co., Limited
Sole Distributors
Ingersoll, Ontario

INGERSOLL

MENDETS

A PATENT PATCH

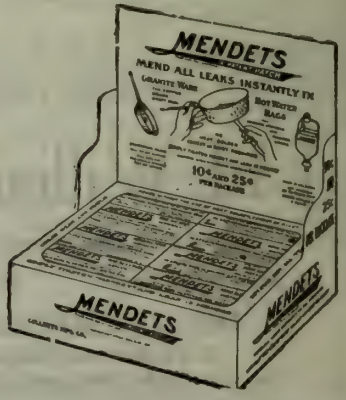
Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company

Collingwood, Ont.

Your jobber has them



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

BALE-TIES

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5ft. to 12ft. long 12 to 16 gauge wire
Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose, All Sizes, Any Temper.

We carry at all times the LARGEST STOCK of Bale-Ties in Canada

THE
LAIDLAW BALE-TIE CO.
LIMITED
Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

Gendron
Invalid Wheel and Rolling Chairs

The misfortunes of war have created special need for these comfortable, easily handled chairs. Built with attention to every small detail that tends to promote comfort, or relieve suffering, they are without a superior.

A dependable, salable line that the dealer may offer with confidence that every sale promotes future business.

The Gendron Mfg. Co., Limited
137 Duchess Street, Toronto, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

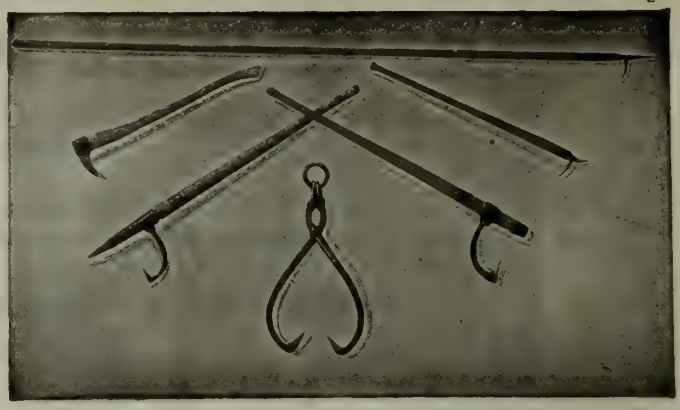
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

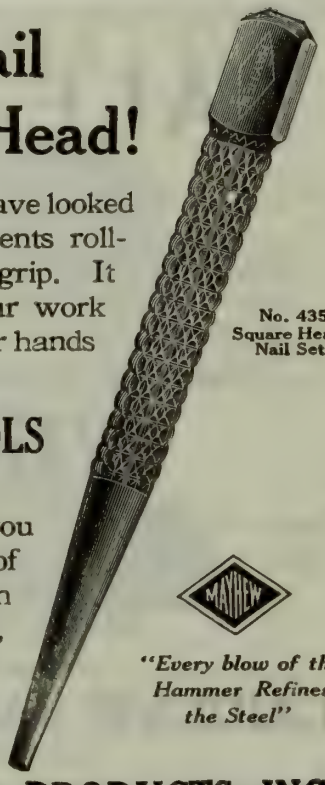
Manufacturers of Lumber Tools

Pembroke Ontario



Hits the Nail on the Head!

The nail-set that you have looked for. Square head prevents rolling—patented knurled grip. It won't slip and mar your work no matter how oily your hands may be.



No. 435 Square Head Nail Set

MAYHEW made TOOLS ARE RIGHT

When you buy them you have the satisfaction of knowing that you own the best. Hand-forged, electrically-tempered steel—made for men who know tools.

"Every blow of the Hammer Refines the Steel"

MAYHEW STEEL PRODUCTS, INC.

291 Broadway, New York City

CAMPBELL AGENCIES, McKinnon Building, Toronto, Canada

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart, 16 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Victoria

Ball Bearing

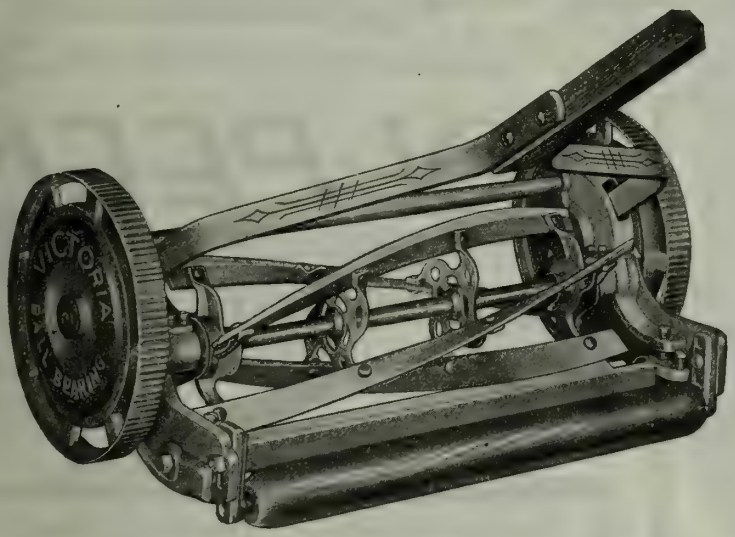
Wheels, 9 inches in diameter.

Four-blade cutting reel, running in ball-bearing journals.

Crucible-steel knives; continuous shearing.

All adjusting screws are in plain sight.

An excellent ball-bearing Mower at a medium price. Made in 14, 16 and 18-inch lengths.



One of Five Mowers You'll Be Proud To Sell

This is a line of lawn mowers that sell well at a good profit for you and give satisfaction to the consumer that makes him a permanent customer for you, because; Eureka Lawn Mowers are so accurately made and so thoroughly inspected and tested before shipping. The Castings are Machined by Automatic Machinery so that parts are interchangeable and can always be replaced. The wheels have a reinforced raised rim protecting gears from dirt and grit. The knives are ground to form a perfect cylinder. There are numerous technical advantages that make them easy to sell and satisfactory in use.

Our lines comprise: Lawn mowers; cultivators; wheel-barrows; churns, sprayers; root cutters; planters and seeders, etc.

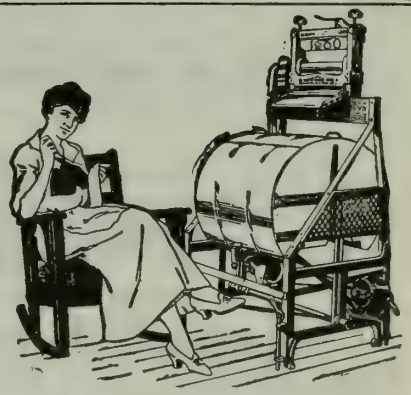
Ask for latest catalogue.

The Eureka Planter Co.

Limited

Woodstock, Ontario

Four Good Reasons Why You Should Sell "1900" WASHERS



1.—You want profits—the "1900" line provides fair profit on each sale and, as these machines are exceptionally easy to sell, your year's business can be greatly augmented by stocking such a line.

2.—You want to gain a reputation for selling the "Best on the Market"—and the "Best on the Market" in Washing Machines means "1900."

3.—You want to be able to offer a complete line of washers. The "1900" line is complete. In includes Electric Motor, Engine Power, Water Power and Hand Power Washers. When you are a "1900" dealer you need never say, "Sorry, Madame, but we do not sell that kind of Washer."

4.—You want the good-will of your customers. The woman who buys a "1900" Washer from you will never forget the "good turn" you did in suggesting it to her. Highly satisfied with her purchase, she will remain your customer and she'll tell her friends about her machine and the store she got it from.

1900 CATARACT Electric Washer

The housewife is daily confronted with the High Cost of Living, lack of domestic help and the "wear and tear" on apparel, caused by the local laundries. Women are finding the "1900" Cataract Electric Washer in particular a solution of the washing problem and the dealers who stock our line are rewarded by excellent sales and profits.

Our objective—an efficient, energetic representative in every locality.

Write to-day for catalogue and complete information

THE NINETEEN HUNDRED WASHER COMPANY

357 YONGE STREET, TORONTO

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too.

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

For More Power

"Transfer" Power Belting

Has Convincing "Points"

This desirable belting "hugs" perfectly, taking care of suddenly shifting loads with surprising ease. Each thickness is double-woven so that "creeping" or "crawling" is impossible.

A special process renders it proof against all weather conditions. Made in widths from 1 to 48 inches, and 2 to 10-ply.

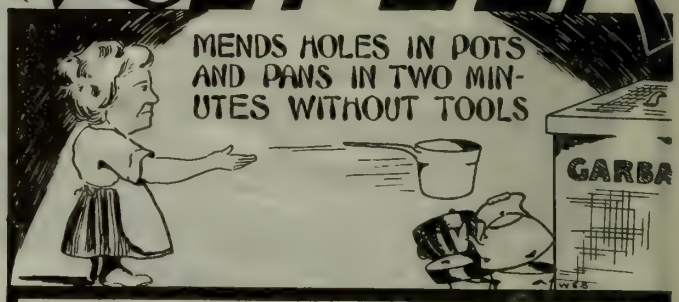
Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies

McKinnon Bldg. Toronto, Ont.

VOL-PEEK



Saves kitchen Utensils from the Garbage Can

Mends pots, pans, tinware, graniteware, copper, aluminum, etc. No need to throw them away when Vol-Peek is handy. Easily applied, hardens quickly and absolutely sanitary. Costs ½ cent per mend and saves dollars.

Send a sample order to-day. A bright colored display stand of 24 packages for $2.25. **Vol-Peek** sells on sight and is guaranteed; 60% profit for you.

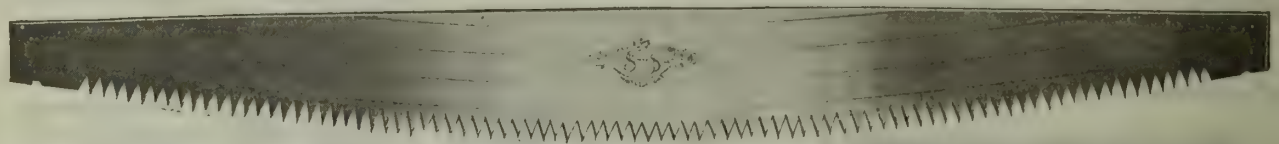
Advertised all over Canada

At your jobbers or

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg. Company

Box 2024 - - - Montreal



SIMONDS

CROSS-CUT SAWS

Are carried in stock by hardware dealers all over the world. They are standard of quality and are extensively used on lumbering operations, on the farm or wherever a good saw is required.

SIMONDS CANADA SAW CO., LIMITED

"THE SAW MAKERS"

Vancouver, B.C. Montreal, Que. St. John, N.B.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

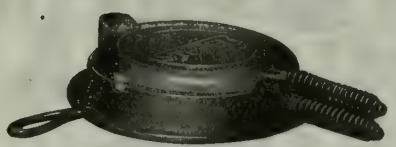
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

You Will Sell More Waffle Irons
If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

Mop Sticks	Door Pulls and Latches
Meat Broilers	Coat and Harness Hooks
Lamp Brackets	Hammers and Hatchets
Quilt Frame Clamps	Cast Pliers
Mincing Knives	Saw Vises
Pulleys of all kinds	Screen Door Hinges
Stove Pipe Dampers	Lifters and Pokers

And a general line of fireplace fixtures.

Stover Mfg. & Eng. Co.
709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON

Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your

Name .....
Business .....
Address .....

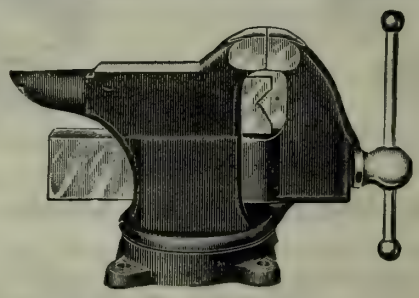
REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

ROCK ISLAND
VISES *A Type and Size for Every Service*



No. 241—Autovise

A combination Pipe and Anvil Vise—particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.
Rock Island, Ill., U.S.A.

NEW YORK
113Chambers St.

CHICAGO
180 North Market St.

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

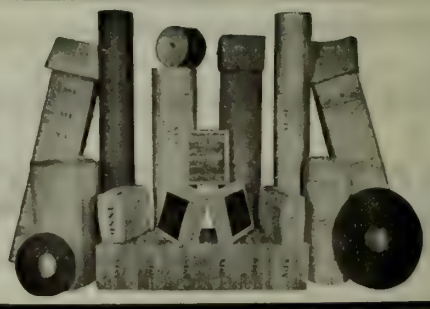
Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make—

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

NOW READY

TO QUOTE on your early 1920 requirements of auto supplies.

We invite your correspondence.

THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

TRIMO

Trimo Chain Wrenches

WITH FLAT-LINK OR CABLE CHAIN

This wrench is designed for strength. Its range of work is as great as that of any tool of its kind. All parts are interchangeable and both handle and jaws are drop forged of selected steel.

TRIMO GIANT CHAIN WRENCH

This wrench is especially useful for trench and close quarter work and installation of sprinkler systems.

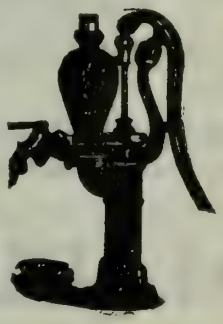
Trimont Mfg. Company

Roxbury (Boston), Mass., U.S.A.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

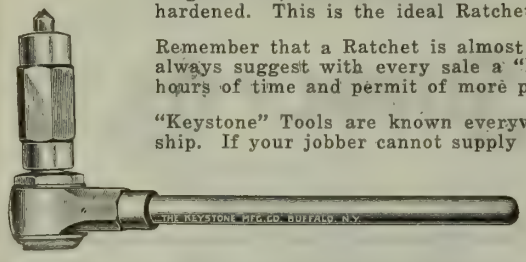
WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

Here's the strongest Ratchet Drill made



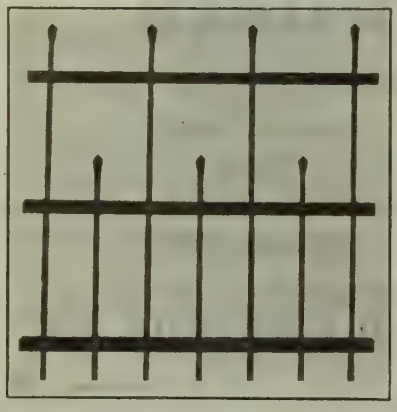
Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

Remember that a Ratchet is almost useless without a Drilling Post. Therefore, always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

The KEYSTONE MFG. Co.
BUFFALO, N.Y.
Postal Station "B"

"KEYSTONE" Drilling Post or "OLD MAN"



IRON FENCING,

of various designs,
WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited
Wire Works, St. Henry
MONTREAL

"61" FLOOR VARNISH

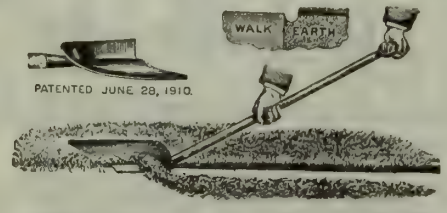
—the varnish which withstands the abuse usually given polished floors during spring cleaning and moving.

We carry a complete stock of the eight colors, in all sizes of cans and offer prompt shipment.

Our travellers cover Western Ontario and Niagara Peninsula. Let us serve you.

KENT-GARVIN CO., LTD.
HAMILTON, ONTARIO

Imperial Lawn Edge Trimmer



THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.

CRANE MALLEABLE FITTINGS

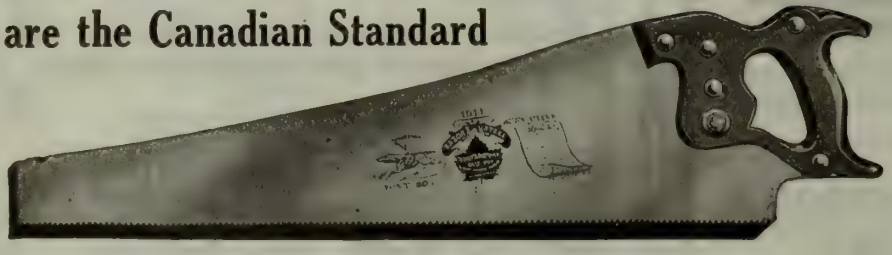
CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.

MAPLE LEAF HAND SAWS

are the Canadian Standard



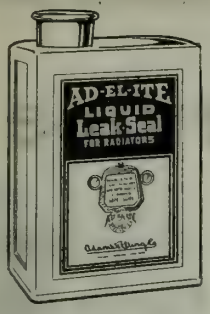
No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell Maple Leaf Hand Saws in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA



AD·EL·ITE
LIQUID
LEAK-SEAL
FOR RADIATORS

SAFE
—
SURE
—
WORKS
LIKE
MAGIC

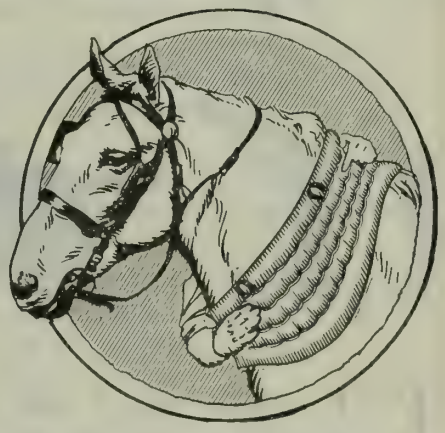
Constant vibration of the car jars the thin walls of the honeycomb radiator. Punctures appear, the fine soldering gives away and leaks result. Repairs with a soldering iron are difficult, expensive and place the car out of commission. AD-EL-ITE Leak-Seal quickly reaches these leaks, accomplishing a quick, permanent repair.

AD-EL-ITE Leak-Seal contains no glue, shellac, cement or anything harmful to radiator or water system. Each order of twelve half pints put up in attractive counter display carton.

Frozen radiators mean leaky radiators! Order now and send for complete catalog of AD-EL-ITE Auto Paint and Varnish Specialties.

ADAMS & ELTING CO.
17 Adelaide St. East **TORONTO**

The "Why" of Collar Pads
and the reason you should stock this particular brand.



A horse's shoulder, plump and tender in the early Spring, soon develops hollows after heavy work in the field. The neck becomes too small for the collar and unless proper padding is provided, a bruised and galled condition is bound to result.

Rather than risk such a condition, with consequent laying-up of horses and the money loss that results from delayed plowing, wise farmers provide their horses with

TAPATCO GLOVES

Our varied and complete line includes styles that cover all your customers' requirements in the way of work gloves.

STYLES.—Gauntlet, Knit Wrist, and Band Top.

WEIGHTS. — Heavy, Medium and light. Also Leather Tip, Leather Faced Gloves; Jersey Gloves and Mitts in Tan, Slate or Oxford.

TAPATCO
REGISTERED TRADE MARK
BRAND
COLLAR PADS

They make the collar fit so well that it will not rub or bruise the skin.

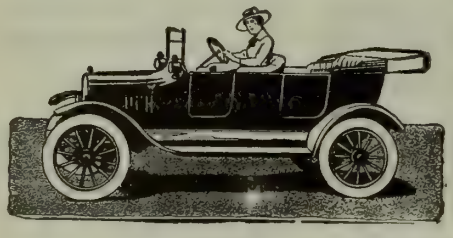
A feature of the Tapatco Pad, which every user appreciates, is our Patented Hook Attachment (Patented in U.S. Dec. 1st, 1914—Patented in Canada April 6, 1915). A wire staple, reinforced by felt washer, firmly grips hook to body of pad, so that it remains secure even when the cover itself has been weakened by sweat and long use.

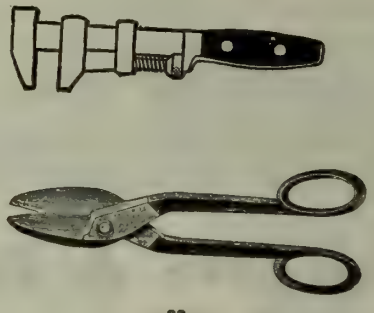
Our advertising is creating new buyers for the line every week—buyers who will get their pads from you if you stock the line.

THE AMERICAN PAD & TEXTILE CO. **CHATHAM, ONT.**

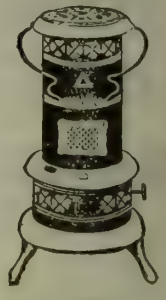
Retailers' Electro Service

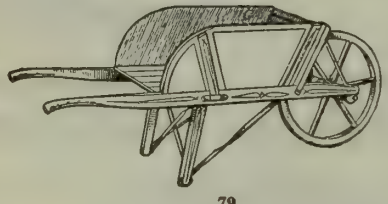
A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

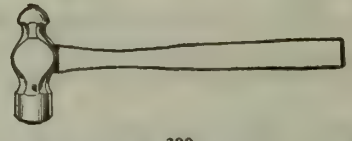

366


22

370


175


79

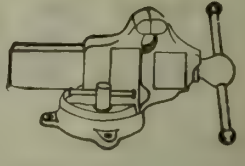

399

372

159

330

72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Profitable Advertising

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium heavy body)
IMPERIAL POLARINE A
(Extra heavy body)
One of these grades is specially recommended for the correct lubrication of any car or truck in your community
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

WHEN you make a display of Imperial Polarine in your windows, on your counter or sales floors, or in your local newspaper advertising, you are doing profitable advertising, for you identify your store as correct lubrication service headquarters.

It pays to feature Imperial Polarine because its sterling quality is known to the big majority of Canadian motorists and your action in bringing your stock to their attention reminds them of their needs.

To make the greatest profit you should sell all six sizes of the three grades for cylinder lubrication:—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A. Also the special Imperial Polarine transmission and differential oils and greases. You should sell by the Imperial Polarine Chart of Recommendations, too.

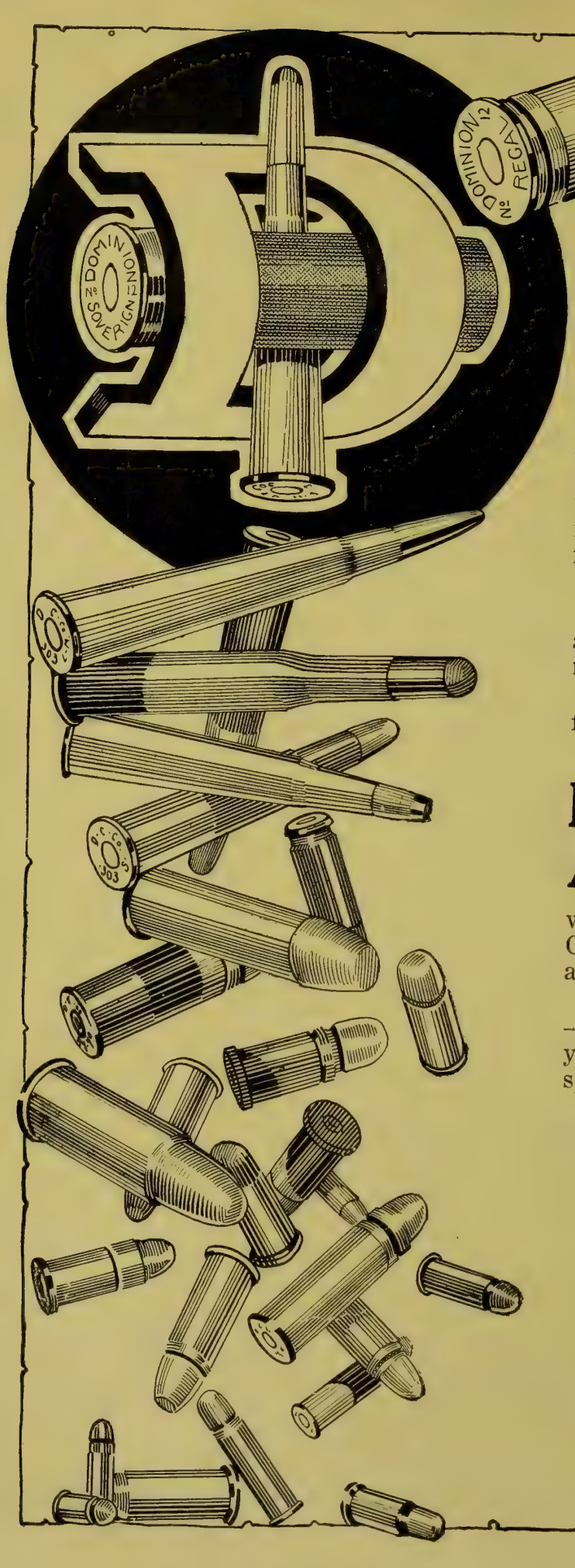
Imperial Polarine is put up in half-gallon, gallon and four-gallon lithographed sealed cans, twelve and a half gallon steel drums, half-barrels and barrels of steel or wood. It is extensively advertised in your territory. If you do not sell Imperial Polarine, the Imperial Oil man will show you how you can make highly satisfactory profits with this line.

Write to The General Sales Department.

56 Church St. Toronto, Ontario

for our dealers proposition.

IMPERIAL OIL LIMITED
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES



Get Your Share of this Year's Bigger Business

—get in line for the Sporting Ammunition sales that will come your way this year. There is bound to be a big increase in these sales after four dormant years.

Game is plentiful.

Thousands of returned soldiers, accustomed to firearms, will take up recreative shooting.

Trap shooting will be revived in full force.

And, as usual,

Dominion Ammunition

will be demanded by the sportsmen of Canada, who have proved its dependability.

Stock up to-day on the big "D" lines —this ammunition that will guarantee you your share of the 1920 business in sporting.

Dominion Cartridge Co. Limited

Montreal Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, FEBRUARY 21, 1920 No. 8

CONTENTS

Will Comply With Board's Order 37
Immense Electrical Field to be Developed 38
Western Hardware Merchants Discuss Problems 39-40
Seasonable Window Suggestions 41
Warns Against Deceptive Trade Terms 42
Tells About Winchester Plan 43-46
Power Plants Offer Excellent Opportunity 47
Editorial Comment 48-49
Events in the Trade 50-53
The Clerk's Department 54-55
New Hardware Goods 56
The Markets at a Glance 59
Weekly Hardware Markets 59-67
Weekly Paint and Varnish Department 68-74
Finishing Hardwood Floors 68-70
The Turpentine Situation 72
Weekly Paint Markets 74

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

"ORB" Brand

GALVANIZED WIRE NETTING

Thoroughly annealed, heavily galvanized and absolutely reliable

STOCK and IMPORT

JOHN LYSAGHT, Ltd.

Manufacturers

BRISTOL, ENGLAND

PIG IRON

FERRO MANGANESE

FERRO SILICON

Three convincing points—

PRICE
QUALITY
DELIVERY

A. C. LESLIE & CO., LIMITED

560 St. Paul St. West

MONTREAL

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.

If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited

66-68 Frazer Avenue, TORONTO, Ontario, Can.

Sales Offices In All Centres. Representatives Everywhere

LONDON
32 Victoria St. S.W. 1

PARIS
5 Rue Denis-Poisson

HAVANA
Lonja del Comercio 427

SYDNEY
6 Castlereagh Street

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXI. TORONTO, FEBRUARY 28, 1920 No. 9

Will Comply With Board's Order

Hardware Merchants of Calgary and District to Make Returns as Requested by the Board of Commerce—Cost and Selling Price is Asked on Long List of Builders' Hardware and Plumbing Goods

CALGARY—Hardware merchants of this city and district will supply to the Board of Commerce at Ottawa full information in respect to the cost and selling price of materials of all kinds used in the building industry prior to March 31 of this year as required by the board. This was decided at a conference held by the hardware men in the Board of Trade rooms with James Kellas, secretary of the Alberta Retail Merchants' Association.

WHAT IS REQUIRED

The order applies to all producers and vendors, whether manufacturers, wholesalers, jobbers, retailers or otherwise, and includes the cost and selling prices of the materials in foundations and walls, such as bricks and cement flue linings, lime, sand, stone; plaster and all kinds of laths, bishopric board and beaver board, etc.; rough and manufactured lumber; glass and paints, roofing; plumbing and accessories; kitchen necessaries for building in such as cooking stoves, etc.; hardware and sundries, such as nails, hinges, locks, clothes hooks, building paper, tar paper, electric wiring and fixtures, heat registers, steel reinforcements, steel beams, fire protection apparatus, contractors' plant.

WERE NOT FAMILIAR

The local firms were not familiar with the nature of the particulars required by the government, but after these had been thoroughly explained, the representatives of the firms expressed confidence that the information could all be obtained and forwarded within the period named by the board.

In the order of the Board of Commerce it is ruled that "building materials of all kinds ordinarily or necessarily used in the construction or sanitary completion of houses for homes, including plumbing fixtures and building hardware, are necessaries o flife under part two of the Combines and Fair Prices Act, 1919. This special regulation is made pursuant to Section 16 of said Act." It is required that the buying and selling price of such materials, whether to contractors or individuals, must be given, and the dates on which these prices governed must also be given.

THE BOARD'S ATTITUDE

"Any dealer or dealers holding or offering for sale within Canada such building materials," said the order, made by Judge H. A. Robson, K.C., chief commissioner, and W. F. O'Connor, K.C., and James Murdock, commissioners, "will hereafter be deemed to have committed an offense under the Combines and Fair Prices Act, 1919, if an unfair profit is made by them or him in the sale of such building materials."

COMPLAINTS

A more recent order of the board deals with complaints against the first one, made in certain trade papers. Certain vendors, it was stated, considered that because no personal service was made upon them of the first order, compliance with the order was not required by law. To this the board reply that as the order was published for three weeks in the Canada Gazette it had by Section 39 of the Board of Commerce Act the same effect as if it formed a part of the act.

To the contention of the trade papers that the information required by the board would be insufficient to serve any practical purpose, the board replied: "The object of this order is to secure information, preliminarily, to enable the board intelligently to proceed to further and more extensive inquiries.

SAYS IT IS NECESSARY

A third ground of protest against the act was that "compliance under such order is burdensome and unnecessary because no unfair profits are being made by such vendors." "Compliance with law is always burdensome," was the reply, "board's proceedings are necessary. It is charged by Parliament with the obligation of making such inquiries in the public interest. Its inquiries do not imply guilt on the part of any, but its orders must be strictly obeyed. Let those to whom its inquiries are addressed make full and fair disclosure and where profits are but fair it will be this board's duty to so declare. If profits are found to be unfair this board must perform its duty in another way. In either event all prejudicially concerned will have ample opportunity to explain or defend."

TO SUFFER PENALTIES

The commissioners further comment on certain articles in which, they say, it had been stated "that certain vendors have decided not to comply with such order." Such persons as disregard this board's orders," was the reply, "will suffer the appropriate statutory penalties."

Immense Electric Field to be Developed

Expert Sees Wonderful Possibilities—Education and Greater Use of Appliances Will Cut Costs Greatly—A Chance for Hardware Men

"IN the United States the electrical industry is not developed to 5 per cent. of its capacity. I doubt if development is 3½ per cent. in Canada. Its growth and success will be finally determined, as is the case in all new businesses, by the measure of initiative put into it." In these words W. L. Goodwin, of New York, well known as the originator of the "Goodwin Plan," spoke of the outlook for the sale of electrical supplies in this country. This was one of the potent phrases used by the speaker in addressing electrical men at a gathering held in Montreal at the Windsor Hotel. Mr. Goodwin was very enthusiastic regarding the future of the electrical business generally, and impressed his listeners with his vision of a great development which doubtless will come.

Greater Use Would Cut Costs

Mr. Goodwin continued to point out that a greater use of electrical appliances by the consumers would result in a considerable reduction of the cost to them of such supplies as are bought. At this time when the rising cost of living is so great, the speaker emphasized if a considerable development of the sale of electrical goods could be accomplished, prices would be materially less than they are to-day. In view of the fact that to-day's problem is that of the rising cost of all commodities, his observation is a very timely one.

Mr. Goodwin pointed to the excellent results that had been obtained on the Pacific coast, where jobbers, contractors, manufacturers and separate dealers were all involved in an effort to increase the sale of electrical goods. Bearing home his point he stated that the consumption of electrical material had increased $1.50 per capita to $40. He believed that the application of such methods as were adopted there would bring about a nice increase in the consumption of these goods here. There are various ways of doing this and one of the best prospects for electrical appliances are the farmers who can use modern methods in the matter of production.

Simplify Organization

Mr. Goodwin referred to the effectiveness of the plans of the various organizations which were in operation during the war period. When the United States went to the war it was practicable to send a few men to Washington who represented all branches of work throughout the country. This afforded the country an organization which avoided a code of simplicity of efforts and in addition to this the various work undertaken had been done thoroughly, and a big saving had been effected. This outline by the speaker was given to show the importance of greater organization in putting across sales more effectively to the consumer.

Chance for Hardware Men

There is doubtless an immense field to be developed by the retail hardware dealers throughout Canada, and if an organization of electrical men can be effected, there is no doubt but that electrical goods can be made as good a line for the retailer as automobile accessories. There is money in the goods and they are a nice line to handle, one of the best lines that the hardware store can possibly sell. It is a matter of being on the job promptly and taking advantage of the present mood of the consumer to buy labor-saving devices. HARDWARE AND METAL has continually pointed out for some years the advantage of showing electrical supplies and as time passes there is more and more indications of the wisdom of handling this line extensively. Not only is it possible to handle electric irons, toasters, chafing-dishes and other cooking utensils, but a wide variety of electrical accessories which fit nicely into a hardware stock, can be sold at a good profit. Many hardware dealers from coast to coast are making a success of this line and the number is increasing from year to year very rapidly.

Will Ask Board of Commerce to Furnish Information

Montreal Chamber of Commerce Discusses Recent Order—Business Profits Tax Also Up For Consideration

AT the regular meeting of the Montreal Chambre de Commerce criticism of the Board of Commerce was precipitated by Alex. Prudhomme, a member of the Board and president of A. Prudhomme & Fils, Limited, wholesale hardware merchant.

Mr. Prudhomme contended the recent order of the Board of Commerce relative to building materials, builders' hardware, etc., was unreasonable. He submitted that the order regarding returns concerning the prices of builders' hardware was entirely unjustified and practically impossible to answer. The wholesale hardware house carrying thousands of different articles could not be expected to furnish information such as that asked for, and particularly in view of the fact that a hardware stock is so comprehensive. Mr. Prudhomme believes that the annual inventory of a house should be sufficient for the purposes of the Board of Commerce.

Will Seek Information

As a result of a discussion which followed, it was suggested that a representative of the Board of Commerce be asked to attend a subsequent meeting of the Chambre de Commerce, who will give the members information on the subject on which no one seems to know a great deal. The questionnaire of the Board of Commerce is rather vague and for this reason fuller information is desired and will be sought in the above manner.

In discussing the matter with Mr. Prudhomme, he emphasized to HARDWARE AND METAL the difficulty of the hardware trade giving information on lines which are handled. For instance, goods are bought at so many different times and delivery is made in so erratic a manner, that it would be impossible to furnish the Board of Commerce with the details of purchase price, etc. "I am quite willing to give this Board any information which they desire, and still I think it is impossible to give the details they seem to want. I have been following with much interest the special articles in HARDWARE AND METAL along this line and I am going into the matter more fully."

Business Profits

Another matter taken up by the Chambre de Commerce was that of the Business Profits tax and various members spoke on this topic. Mr. Prudhomme urged a resolution that the Government be asked to discontinue this tax. R. Tourville, M.L.A., spoke on the subject, and Henry Viau and A. Lambert also gave voice to their sentiment on this question. The matter was finally referred to the Initiative Committee, made up of the chairmen of the various committees, among which the work of the Chambre de Commerce is divided.

The matter of interest to the trade was that of a communication which had been received from the Hon. Mr. Pelletier, the Canadian Trade Commissioner in London. It is pointed out by the Trade Commissioner that many En[illegible] industrial men are anxious to trade with Canadian manufacturers and the Chambre de Commerce will furnish the Trade Commissioner with list of Canadian manufacturers, giving him information regarding their respective industries.

Western Hardware Merchants Discuss Many Trade Problems

Question of Unfair Practices to be Taken Up With the Wholesalers—Board of Commerce Order Discussed—Live Discussions at Meeting Held in Winnipeg

A VERY representative group of hardware dealers from Manitoba and parts of Saskatchewan were brought together in Winnipeg during the recent Bonspiel Week, and as a result of the efforts of President A. G. Box of the Provincial R. M. A. and Secretary J. H. Curle, a very interesting and instructive session was held. Owing to the illness of Secretary Curle, A. R. Ivey, organizer of the R. M. A., Manitoba, acted in his stead, with President Box in the chair throughout the proceedings. The session was held in the board room of the Winnipeg Board of Trade.

Organization Needed

A number of questions relating to the retail hardware trade were proposed for discussion, but before the debate had proceeded very far it was evident that some form of organization among the hardware merchants themselves was necessary to carry out the resolutions of the meeting. It was pointed out that though a hardware trade section existed insofar as city of Winnipeg merchants were concerned, it was equally necessary to have the hardware merchants of outside points represented in a distinctive trade section, though still retaining their identity as a part of the Provincial R. M. A.

Hardware Section

To this end a motion to form a hardware trade section representative of hardware dealers in points in the province outside of Winnipeg was adopted. This motion was proposed by W. E. N. King, Neepawa, and seconded by E. T. Johnson, Boissevain. The chairman of the section will be A. H. Stelck, Dauphin (the new oil city). This section will act independently until the provincial convention in June, at which some arrangements will be made for co-ordinating the efforts of the country and city merchants in one trade section.

Mr. Stelck indicated that it would be the purpose of the new organization to discuss trade matters and set forth clearly the points to be dealt with at the annual convention of the R. M. A., so as to facilitate discussion. C. C. Falconer, Winnipeg, supported this move, adding that the hardware merchants rarely got time at the convention to discuss fully their various matters of interest. No extra fee will be asked for membership in the hardware section. Secretary A. R. Ivey pointed out that the division of the association into trade sections facilitated dealings with the Board of Commerce.

Other Officers

Other officers elected to the newly-formed trade section were as follows: Vice-president, E. T. Johnson, Boissevain; vice-president, W. A. Templeton, Winnipeg; treasurer, J. Curran, Brandon; secretary, C. Ralph, Neepawa.

At this point, President A. G. Box stated that the hardware trade section plan would be helped by the proposed movement of the provincial association to divide up the province into sections and organize each section into district organizations to look after the interests of that section and elect delegates to the annual convention.

Many Cases Cited

One of the most important questions dealt with in the subsequent discussion was the practice of some hardware wholesalers who sell garage goods other than auto accessories, and the practice of wholsalers and manufacturers selling automobile tires and accessories to automobile agents who have never purchased a car other than the one purchased for themselves, and who in turn re-sell accessories to friends at cost. Many instances were cited where this practice had been carried on. In one case a garage owner had purchased from a hardware traveller a stock of paint, barbed wire and other hardware. C. C. Falconer stood for concerted action to show the weight of the R. M. A. in stopping this practice.

A. G. BOX

Of Souris, Manitoba, who presided at the meeting of Western hardware merchants in Winnipeg. He is president of the Manitoba branch of the Retail Merchants' Association.

Sent Questionnaire

Replying to the suggestion of W. C. Box, Souris, that a letter be drafted and sent to the wholesalers concerning this matter, President A. G. Box stated that a questionnaire had been sent to wholesalers other than hardware, in reference to their policy in such matters.

E. T. Johnson thought the best way to achieve the desired end was to suggest that no agent get wholesale price unless he buys and carries in stock a certain quantity of goods. He further pointed out that a suggestion would probably carry more weight than a demand, also indicating that he was sure the hardware merchants could define a policy that would be quite acceptable to the wholesalers. This idea was supported by C. C. Falconer.

Wholesalers' Policy

In further support of his opinion, Mr. Johnson stated that his experience had been that the hardware wholesalers of Winnipeg were business men of high integrity and that a round table talk would result in clearing away any difficulties. That it was not the policy of the large wholesalers and manufacturers to conduct business in this manner was attested by A. W. Johnson, of Beatty Bros., who pointed out that the chief offenders were the individual travellers of some of the smaller and less important houses, chiefly automobile accessory dealers.

Name Committee

As result of this discussion, a motion by A. H. Stelck, Dauphin, and seconded by W. C. Box, Souris, that a committee be appointed by the chairman to meet the salesmanagers of the five Winnipeg wholesale hardware firms, was adopted. A meeting was thereupon arranged and the association was represented by the following members: A. H. Stelck, Daulphin; C. Ralph, Neepawa; E. T. Johnston, Boissevain; W. A. Templeton or C. C. Falconer, Winnipeg; A. G. Box, Pearson; W. E. N. King, Neepawa.

Selling Direct

Regarding the practice of wholesalers selling to contractors direct, it was the opinion of some merchants that this trade could not be interfered with owing to the large scale on which purchases were made by the large contractors. W. C. Box, Souris, disagreed with the practice of selling contractors at cost when they do not pay a business tax on stocks, such as is paid by the merchants. W. E. N. King, Neepawa endeavored to get some action by the R. M. A. to prevent this practice, with particular regard to a local contractor in his town who had

been purchasing direct from Winnipeg. His persistency brought an offer from the city wholesale to pay him a commission on all goods sold to the contractor, in return for his silence in the matter. This, he intimated, was sufficient indication that the wholesale house recognized his rights to the business.

Suggestion Adopted

Mr. King's opinion that the above question and also the practice of paint manufacturers in selling direct to painters, could be deal with only in the form of a questionnaire to wholesalers and manufacturers as to their selling policy, and then filing the information for the use of retailers, was adopted.

The quoting of U. S. retail prices on tags and containers on goods coming in from the States was dealt with. President A. G. Box suggested that this matter could best be dealt with by the wholesalers who made the purchases direct. A suggestion that U. S. firms be asked to supply stickers bearing the price in Canada, to be applied locally, ended the discussion on that matter.

The fact that the retail merchant can sell the line which he supports and pushes, without particular reference to the consumer demand created, was indicated by W. C. Box, Souris, though no attempt was made to discredit the value of national advertising. During the busy Xmas season, Mr. Box gave his support to a line of safety razors which formerly had been a third rate selling proposition in his store. The result of his efforts was to greatly increase sales of that line with a corresponding decrease in sales of the line formerly popular.

Board of Commerce

Discussion subsequently centred on the Board of Commerce questionnaire respecting meetings of merchants to fix prices, etc. The board came in for some heated epithets at the outset, but before the discussion ended, it was the general feeling that providing the Board was supplied with the correct information desired it could be relied upon to deal fairly with all concerned.

The Board's ruling in regard to sugar prices was cited by Secretary Ivey as an indication that provision would be made for a fair return on all articles in the hardware trade.

One or two suggestions were made that in filling in returns to the Board to-day's cost and selling price should be quoted, even though the articles were purchased some time ago at less cost. C. C. Falconer initiated a change of opinion by stating that the returns to the Board should be filled in conscientiously by each merchant and he could then expect a fair treatment by the Board.

Income Tax Returns

A point concerning the relation of bad debts contracted during one year to the income tax returns during a subsequent year was answered by Secretary Ivey who repored that such debts could be written off the business statement of a subsequent year providing not more than a year had elapsed since the debt was contracted. Hereupon President A. G. Box reminded the retailers that an additional levy of 25 per cent. would be made on the 1919 income report if returns were not in by April 30th.

W. C. Box, Souris, asked for an opinion concerning a suggestion to take up with the Credit Men's Association the question of new stores opening where conditions did not justify them. A. J. Box, Belmont, stated that the best dealers of to-day looked upon such competition as part of their early training and urged that the condition be left unchanged. "It is a question of the survival of the fittest," added Mr. Box.

Urges Legislation

C. C. Falconer urged legislation covering this point. "It is an economic loss when inexperienced and unfit men start up in the retail business," said Mr. Falconer, who suggested a license for a certain number of stores in each community, though intimating that no restriction of trade was contemplated thereby.

In the closing minutes of the session, further reference was made to the dealings of the Board of Commerce in respect to Winnipeg merchants. A. H. Stelck, Dauphin, reiterated the opinion that dealing cogently with the Board would result in fairness being done to the retailers and that such action would clear the air and give a better impression than now prevailed regarding the relation of the R. M. A. and the Government body.

Made Allowance

Secretary Ivey stated that he found this condition to prevail in his dealings with the Board, citing as an instance the fact that while the Board figured that 25 per cent. was sufficient margin, including overhead charges, on which to do business in Winnipeg, they had been willing to be shown and as result of proof being shown that a margin of 26 per cent. to 28 per cent. was necessary in Winnipeg, the Board made allowance for the increase.

"The returns are a little inconvenience, but you have nothing to fear from the Board," said Mr. Ivey.

Strike in the Building Trades at Quebec is Feared

Bitter Feeling Between the International and National and Catholic Unions May Cause Serious Trouble

MONTREAL.—Possibilities of a general strike in the building trades throughout the Province of Quebec are looming up as a result of a clash which has come to a head between the international and national Catholic unions in the industry. The two organization groups are diametrically opposed in ideals and purposes. Both sides are now engaged in preparation for a struggle which must result in the obliteration of one of the groups, and which may result in a general upheaval of the building industry, which would be disastrous at the present time, when a building boom is early expected. Both unions are holding meetings in the city at the present time and are organizing a fight for supremacy.

John W. Bruce, general organizer of the International Plumbers' and Steamfitters' Union, and chairman of the International Conference Board now sitting in the city, stated: "There appears to be an effort on the part of the National Catholic Union to make a fight against the international unions. A serious clash is inevitable unless steps are taken to overcome it."

In view of the seriousness of the local situation the International Conference Board is sending officers to Washington to lay the full facts of the case before the international presidents of the building trades unions there.

Brisk Demand For Stoves and Ranges

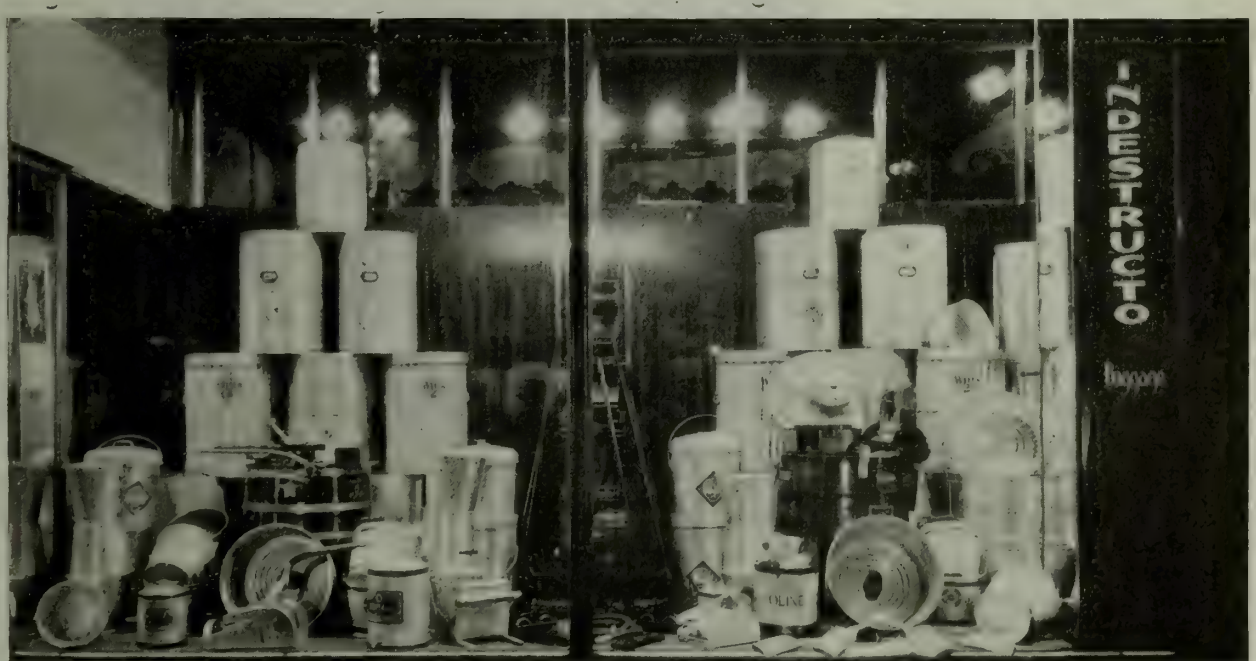
Montreal.—A considerable increase in the volume of business coming to hand from retailers throughout the country is manifest for stoves and ranges.

In discussing this matter with a prominent manufacturer he stated that orders this year were coming to hand more freely than they did last year and in face of the higher prices which have to be charged. There is a big shortage of raw material used in the manufacture of stoves and ranges and the trade seem to realize the probable difficulty which may develop later in the season. In view of this they are placing orders promptly and are taking little or no chance with the uncertainty of the market and also of delivery. Stove manufacturers, although they place their orders for raw materials many months ahead, or even a year ahead, have been confronted with delay on the part of raw material producers, and this means that they have a more serious problem on their hands than in any previous time. The outlook for an active season promises well at this time.

Cobourg, Ont.—Local merchants are shortening the day's business by closing their stores each day excepting Saturday at 5 o'clock, with the exception of the grocers, who keep open until 6 o'clock.

Seasonable Window Suggestions

Either of the window displays shown above offer suggestions for arranging a showing of electrical goods. In addition to the lines shown many hardware men might include such utilities as toasters, percolators, vacuum sweepers and others which make a most attractive appearance and possess a real "pull" with the buying public.



An occasional window display featuring the lines shown above will be found helpful in increasing turnover. Home makers are always interested in tinware, galvanized ware and similar articles in everyday use. A central arrangement such as is shown prevents displays of merchandise of this kind looking over crowded or as if it were thrown into the window.

Warns Against Deceptive Trade Terms

Your Good Name is Your Greatest Asset in Business, So Do Not Trifle With It or Endanger It by Destructive Influences in Fraudulent Claims — How to Avoid Creating Handicaps Which You Cannot Overcome

NEW YORK.—Decrying the use of comparative price advertising and warning against deceptive trade terms, Richard H. Lee, Special Counsel of the Associated Advertising Clubs, in an address before the convention of the National Retail Dry Goods Association, in New York, Friday afternoon, February 20, urged the elimination of practices which undermine confidence in advertising and business and jeopardize the goodwill of a retail store. Mr. Lee said, in part:

Costly Carelessness

"One of the enigmas to me in present-day business life is the careless way in which business houses treat their greatest asset, their own good name. You insure your building; you insure your stock; you bond your employees; you even insure your accounts; you protect yourself as to all of these tangible assets; yet any of them could be replaced in the open market. But what are you doing to protect your own good name—the biggest asset in any business?

Obviously Fraudulent

"In my opinion one of the most destructive influences in retail merchandising is the use of comparative prices and comparative values—'$125 suits, $79.50; worth $50, our price $37.50, etc.' Comparative values are fraudulent on their face. They bespeak a fact which is nothing more nor less than the opinion of the merchant. And comparative prices involve changes in season's styles and other matters which are very apt to create dissatisfaction with the customer. But the real evil which lies in both of these practices is the avenue you open for the use of your illegitimate competitor.

Field is Open

"Assuming that you are perfectly honest, that your comparative prices are fair, and that your comparative values are based on your best judgment, you must realize that your competitor, who thinks less of the future of his business than you do of yours, has thrown open to him a field, apparently legitimatized by you, in which he has no limits. It only takes a pencil to send his former sales price up and his present sales price down, and while I would concede that this is a practice, which will eventually relieve you of his competition, you must admit that it is confidence-destroying in character and that the shopper who loses confidence in his advertising is very apt to lose confidence in all advertising.

Don't Do This

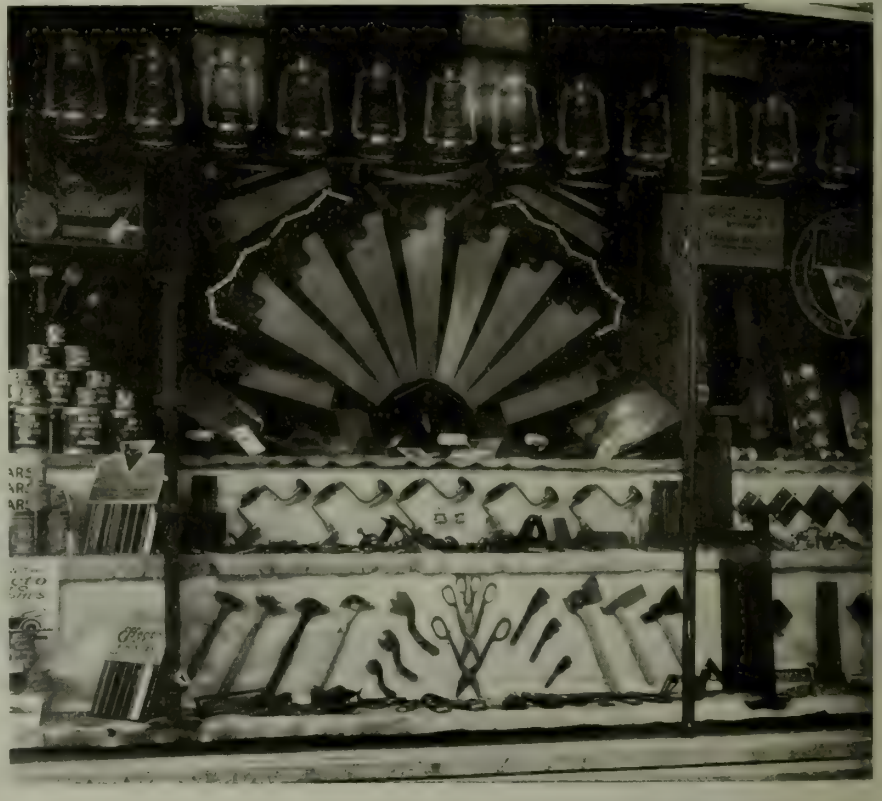
"Another of the crying evils of present-day merchandising is the use of deceptive names. What possible purpose can there be in calling a product 'Union Linen,' 'Silk Lisle' and names of that sort? Such names merely reflect on the price you charge for the real product. When one gets into the field of furs, he almost wonders if retail merchandising has genuine regard for public confidence. Someone has suggested that trade names of certain furs are no longer deceptive, because their meaning is so thoroughly understood by the shopping public. Then why in the name of commonsense is their use continued? More and more, the smart merchant is instructing his advertising men to tell the truth and nothing but the truth about every piece of merchandise. He is calling everything by its real name so that there will appear over his door the words, which no sign painter can efface, 'This is a Safe Place in Which to Shop.'

The Correct Policy

"The far-seeing and successful merchant to-day believes in pyramiding on his advertising investment. He looks forward to the day when his institution will be so well advertised as to begin to advertise itself. Advertising is but a means of contact with the public. It is a method of bringing the public into your place of business. Any merchant can pyramid on his advertising by taking just as great pains in satisfying a customer as he does to get a customer into the store. The satisfied customer is an advertising asset. A dissatisfied customer, a heavy liability. Where pains are taken to satisfy the customer, the strength of your advertising is pyramided.

The merchant who depends on his copy to get a new crowd into the store each day is playing long on a falling market. It should be the aim of every business man who expects to stay in business to so firmly establish his own good name that his business house becomes an institution. When he can get the public to saying that his place of business is a safe one in which to shop, he has established an advertising value which will go on and on and continue to pour dollars into the till long after he ceases to use the printed word.

"That kind of a reputation cannot be builded on a foundation of deception. The merchant who advertises a bargain which he cannot produce when the customer calls, has created a handicap which he must overcome if he desires to stay in the good graces of that particular individual. It is far better for any institution to lose a sale than the good will of a possible customer."



There is every indication that the demand for tools this season will be very active. Tools lend themselves to attractive and effective window displays and help to sell themselves. Regular displays featuring either one line or many will be found a great help in increasing turnover.

Tells About Winchester Plan

Vice-President of the Simmons Hardware Company Gives Much Interesting Information to Hardware Merchants Regarding the Chain Store Idea—Dealers' Obligations Under Proposed Plan and Some Comments on Them

THE Winchester plan is receiving the closest attention of hardware merchants all over the United States to-day. It is a new departure and one that promises, if carried out according to the ideas already mentioned in previous issues of HARDWARE AND METAL, to revolutionize the trade. There are those who believe that the chain store idea will develop rapidly and that the next five or ten years will see many radical changes in retailing. What will happen in the hardware trade in Canada? It was evident from the discussion at the convention of the Ontario Retail Hardware Association in Hamilton that many of the hardware merchants are alive to what is going on and are preparing to meet changing conditions. The following from "Hardware Age" gives the remarks made by Major Simmons, Vice-President of the Simmons Hardware Company, at the big hardware convention in Philadelphia.

I am honored by your invitation to give you such information as has come to us from 600 salesmen, who cover every county in the United States, regarding the new Winchester Plan. The subject is such a large one, that to boil it down to the twenty minutes at my disposal, I have put on paper what I would prefer to say without notes. Please accept in advance my apology for what may seem too much personal reference, but I am sure you are interested in facts, as our experience discloses them, rather than in oratory. Also please be assured that I do not at any time infer that the Winchester company is, or plans to be, anything other than legitimate in its dealings; my comments pertain to facts and to the Winchester written documents.

Two main standpoints in which the retail hardware merchant is interested:

(1) The first is purely economic. Is the Winchester method of distribution likely to become a benefit to the United States?

Do we desire a centralized control by financial interests in Wall Street of the retail hardware businesses throughout the country? These interests apparently aim to control the production, distribution and retailing, through channels which exclude the jobbers, and thus far 90 per cent. of the retailers, and are so designed that the remaining 10 per cent. of the retailers may be later eliminated.

(2) The second pertains to facts disclosed by the Winchester Plan.

Jobbers But Little Interested Directly

The jobber's interest is largely indirect—he is always interested in everything which affects the retailer, his customer. In spite of the success of the somewhat similar "Rexall" plan, the drug jobbers are still doing a profitable business, notwithstanding the fact that the drug jobbers generally played the part of "innocent onlookers." One of our manufacturing friends tells us that an officer of the Winchester company paid us the compliment of saying that their thorough survey disclosed the fact that Simmons lines are so well established in retail stores in every State that Simmons hardware companies will likely be the last to feel the effect of the Winchester Plan. Therefore, please be assured that I have no axe to grind and that our company is not hurt and not likely to be hurt. I am here to give you facts as we have learned them.

A Central Point

In Europe commerce tends toward a central point; England commercially is London; France commercially is Paris; Italy commercially is Rome. In our country, however, our development of smaller centres has proven to be the bulwark of our American industrial and social system. This has been made possible by the service rendered by jobbers through the immense assortments they carry, available on short notice. As a result the American retailer carries in his store practically everything needed by the citizens of his community, and thus keeps local money at home. The Winchester Plan is designed to send it to Wall Street, via New Haven, and eventually to create a great monopoly, controlled by financiers who have no interest in the retailer except to the extent he can be utilized to make money for them. We common Americans do not like monopolies. The retailer who has earned his success and knows how to run his own business does not relish having a theoretical "sales engineer" dictate how his store shall be conducted.

Stock Promotion

That the Winchester Plan is primarily a stock-promotion scheme is evidenced by the many facts relating to Winchester business since 1914 and by the previous and present ventures of men who now control Winchester and those who have been connected with similar instances of so-called "high finance." The so-called "tobacco crowd" seems to be divided into two main groups, with Mr. J. B. Duke of American Tobacco fame as the principal backer of both groups.

On the one side is found Mr. Duke, Mr. Liggett and United Drug Co., Rexall Drug Stores, Winchester.

On the other side is found Mr. Duke, Mr. Whelan and the United Cigar Stores, Riker-Hegeman Drug Stores, United Retail Stores, United Candy Stores, Sweets Corporation of America, Montgomery Ward & Co. and the American Safety Razor Corp., which latter owns the combined Gem, Star, Ever-Ready (and I think lately) Auto Strop Razor Company.

The Winchester people have publicly denied any connection with Mr. Whelan and his enterprises, particularly with his United Retail Stores Co. and Montgomery Ward & Co. Possibly they mean any technical connection. I will later read you a letter from a hardware merchant which may be to you convincing on that point. One illustration will disclose how they handled another venture where there was said to be no connection.

The Liggett-Whelan Fight

Liggett controlled the Liggett (Rexall) chain of drug stores. Whelan controlled the Riker-Hegeman chain of drug stores. They competed vigorously and with much publicity, which brought both lots of advertising, fought each other. Then later, when the insiders saw nothing more to be accomplished and the public had "come in," Whelan's chain sold out to Liggett. An interesting article describing this affair appeared in "Forbes' Magazine" of Oct. 4, 1919, page 46, entitled: "Whelan's Financiering Escapades; the Tobacco Magnate Genius at Creating Paper Millions by the Turn of the Wrist."

Another article which appeared in the "Magazine of Wall Street" under date of Jan. 10, 1920, says on page 289:

It develops that the Duke-Whelan interests (not the United Retail Stores as a corporation) purchased 850,000 shares of the authorized one million shares of Montgomery & Ward. (150,000 shares reserved for employees)

at a price of $30 per share; 510,000 shares were disposed of to underwriters at $40 a share, who in turn offered it to the public at $45 a share. By this turn the Duke-Whelan interests realized a profit of about $5,100,000 and still had in their possession 340,000 shares of stock. It is now proposed, however, to form another holding company, which will acquire these 340,000 shares (not the $5,100,000 cash profit) and the usual "valuable rights to subscribe" to the new stock will be offered to United Retail Stores stockholders, the company itself intending to subscribe for 40 per cent. of the issue.

The Men Behind

These instances illustrate what insiders can do with a plausible story and a bait at which the public will jump. But, as "Forbes' Magazine" says in the article above referred to: "The prudent investor attaches importance not only to the soundness of an enterprise, but to the trustworthiness, the calibre and the record of the men behind it." Again I repeat that I am not impugning the motives of anybody in the Winchester company. I am trying to give you what are apparently the facts about enterprises that, to say the least, have many points similar to the one under discussion.

I do not say that I think the Winchester company is not within its legal rights in the contract it offers its selected agents. Certainly the men behind Winchester are not stupid and know their legal grounds. Nor do I mean to imply that Winchester intends now to do anything that may injure the retailer. But I do believe that the wording of the contract leaves Winchester free to do so later, if they should decide to do so. My father brought me up to believe that "No trade is a good trade unless both sides prosper." I believe that this Winchester contract is not a good trade. It is a fine case of "Heads they win—tails you lose."

Need Separate Factory

To adapt the gun factories and buildings for making all the various articles which go to complete the tool line will practically require a separate factory for almost every separate tool. Workmen who learn to make saws will not make axes, nor will the men who make planes produce a draw-knife of good quality. To accomplish this under present labor conditions, when all manufacturers with years of experience and training are far behind on their orders and crying for additional competent help, is likely to take lots of time, money and patience. I know how very difficult it is to create and produce a complete line of tools, as the following figures will show. In the first catalog ever issued for the hardware trade, just forty years ago, we illustrated a Keen Kutter line of 124 patterns and 228 sizes. Twenty years later, in 1900, 360 patterns and 604 sizes were shown; about seven years later, in 1907, 1,854 patterns and 3,455 sizes, and about thirteen years later, in 1920, 2,170 patterns and 4,000 sizes.

Took Thirty Years

As it took us about thirty years—from 1880 to 1910—to complete our lines, I believe Winchester will find it takes several years for them to do likewise. In theory it sounds easy to build a factory by departments, each of which will make certain tools; but in practice those of us who have tried it have learned that experience has always developed many practical difficulties.

It is a fact that many of the leading manufacturers have definitely declined to make goods under Winchester brand. Some say they have all the business they can handle and cannot take on another large customer, in fairness to their other customers of many years' standing, whose orders are now long overdue. Others have refused because of the announced policy that Winchester will make all these goods in their own buildings at New Haven as soon as possible. That is the fundamental reason for their present policy. Hence the manufacturer would be shortsighted to help Winchester over their difficult time and help make their plan possible for creating a direct competitor for him and for his customers, when he knows that any business given by Winchester now is temporary and that he will be dumped aside as soon as Winchester can get their own factory started. Finding a use for idle factory buildings is the object of the Winchester Plan.

Using the Catalog House

Many think that Winchester intends eventually to reach the large city trade through their own Winchester stores in large cities, and to reach the country trade through Montgomery Ward direct to consumers, as soon as the "selected agents" (retail) have created a demand for goods under Winchester brand. It seems to me more likely that they will follow down into towns as small as 10,000 the establishment of their own stores, and work only the country tributary to the little places through Montgomery Ward. In either event, the wording of their contract leaves them every opportunity to either cancel the retail agent's agency and sell through a catalog house or to put in their own store whenever they like. Remember that they are under no obligation to buy back the agent's stock, and their representative has said, in answer to the direct question, "We will not buy your stock. If the contract is terminated, you must sell your stock on the market for whatever you can get."

It seems reasonable to assume that if they have not some such idea in mind, they would have inserted in clause 7 a provision by which the agent might at least have the privilege of selling his business (in case his partner died or his wife's health forced him to move away, or for some other personal reason) and include in his assets the agency which he has made valuable by creating a demand for a hitherto unknown line. It would seem that some compelling reason caused the Winchester people to carefully avoid anything which would prevent them doing anything they pleased later on.

The Situation

From the circulars sent to stockholders of the old company, and those issued by the bankers who offer the new stock for sale, and from the best information I have been able to get in financial manuals and elsewhere, the situation briefly seems about as follows:

Under date of Oct. 26, 1918, a committee of directors of the old company issued a circular setting forth the need of additional capital and announcing that the banking firm of Kidder, Peabody & Co. had agreed to endeavor to make financial arrangements and form a syndicate for handling it, providing Mr. J. E. Otterson, first vice-president and general manager of the company, should continue in active management of the business and Mr. Louis K. Liggett would associate himself with the undertaking, and the old stockholders would turn in their stock in exchange for stock in the new company. The plan contemplated a new capitalization of some $30,000,000 for what had been capitalized in the old company at $1,000,000. Of this new issue, the syndicate organized by Messrs. Kidder, Peabody & Co. were to receive shares to the par value of $5,500,000, for which they would pay cash to the company treasury of $3,500,000.

A committee of stockholders was formed to fight the plan on the ground that the old stockholders should receive some equity in the new company besides simply preferred stock; in other words, a share of the earnings, not simply a return on money invested in preferred stock. They feel just like the average retailer feels on this proposition. Messrs. Frederick Geller and Charles K. Backman, of New York, were legal counsel for the stockholders' committee. A compromise was arranged and, while apparently not satisfactory to all stockholders, most of them took what they could get, and thus about 97 per cent. of the stock of the old $1,000,000 company passed to the ownership of the new company, and probably represents most of the assets capitalized at $30,000,000. The report goes on to show that as a result of refinancing the $6,000,000 of notes of the old company, maturing March 1, 1919, were paid.

Considering these facts, as reported by financial manuals, and remembering that the entire voting power

in the new company remains vested in the holders of the common stock, you can decide whether or not there is any similarity with the high finance deals of the group above referred to, led by Mr. Whelan.

Read the Contract

I assume you have read the contract carefully which the retailer is asked to sign on the dotted line. If not, I suggest you do so; I will not take your time to read the copy I have in my mind. It may interest you to know that in talking with merchants in every State in the Union the reason given by a considerable part of those who have signed up is that they were flattered by being chosen as the best merchant in their town, that they didn't want their competitor to get it, and that they didn't want to run the chance of having Winchester put its own store in their town. No one of them, however, has shown anything to prevent Winchester putting its own store in their town whenever they get ready.

Other reasons given run somethlng like this:

"I wanted to get on the jobbing list for arms and ammunition." (Apparently such merchants are willing to pay out more of their own money for this privilege than the extra discount nets them.) Others say:

"It seems a good gamble, though I don't understand it very well."

"They entertained me fine, and I didn't want to be the only guest at the meeting not to sign."

Those merchants who really feel it is a good thing for them are very few indeed. Again I invite your comparison of this plan, which flatters our vanity and plays to that human element which isn't always determined by logic, with the wild schemes of United Retail Stores, United Candy, etc.

I will close my remarks by reading some short paragraphs which state facts as the retailer who studies this matter carefully finds them. I leave to you to draw your own conclusions from these paragraphs. I have in my mind the names and addresses of merchants in many States who have given us the various instances mentioned, and invite your questions, if I can be of any service further.

Comments

(1) Dealer buys preferred stock, limited to 7 per cent. returns, and without voting power or representation in board of directors. Stock is in new Winchester holding company, not in old Winchester Repeating Arms Company with which he makes contract.

(2) Dealer pays from $60 to $120 per year for so-called advertising service, previously furnished free. Dealer has no voice in deciding what service he needs nor amount expended for same. He is paying about 50 per cent. more cash monthly than his investment can earn in dividends. Is he handing the company the cash they pay him as dividends and enough besides to cover what they spend on him for advertising?

(3) Dealer obligates himself to stock and PUSH various articles never yet manufactured; therefore, knows nothing of QUALITY, PRICE, DELIVERIES, etc. If initial manufacturing costs should be excessive, as is usual in new lines, dealer is obliged to pay profit regardless of competitive price of other valuable lines.

(4) Dealer agrees to buy unknown line without knowing his COSTS, RESALE PRICES, margin of PROFIT, or seeing a SAMPLE. He agrees to give PREFERENCE over established brands he has sold successfully for years, thus handing to his competitor the business and good-will he has built up in his community on those goods.

(5) Dealer waives right to sell out his business, insofar as he cannot sell his Winchester agency after it has become an important asset.

(6) Dealer agrees, at termination of Winchester contract, to sell his Winchester merchandise, but Winchester company does not agree to buy same nor to buy his shares of stock in Winchester company. Winchester representative has definitely said Winchester company WOULD NOT BUY dealer's stock, even though the agency is taken away through no fault of the dealer.

May Be Cancelled

(7) Dealer agrees that Winchester company may cancel contract at any time, as this clause, number 3, leaves ample opportunity for Winchester to cancel by stating that the dealer has not complied with the clause to Winchester company's satisfaction. Winchester is judge and jury combined. A Winchester representative, speaking to this point, said the agent is protected because Winchester can't cancel the agency without the action and consent of the Winchester Club, composed of other Winchester retail agents in the State. I find nothing in the signed contract to verify this nor to prevent Winchester company taking such matters out of the hands of the Winchester Club at its pleasure or of overruling the club, about which only verbal statements were made. The Winchester dealer will not put too much faith in a contract which depends for its enforcement on verbal understandings contrary to the terms of the written document. Several retail hardware associations have passed strong resolutions condemning the plan as aimed at the retail hardware business of the country. I can name several.

Loses His Identity

(8) A dealer loses his identity, becoming one of thousands of RED Winchester stores, and subject to decision of Winchester Club as to his selling prices, etc.

(9) Dealer consents to Winchester company deciding what articles, patterns, sizes, etc., shall be made, and DEALER agrees to push them whether they suit his trade or are made because New England uses those patterns. A Winchester representative said that a RED Winchester store in the South could sell Jersey pattern 3½-pound Winchester axes because Winchester would teach such salesmanship that the consumer would buy whatever they offered.

(10) Dealer bound to continue to push Winchester lines, even though later Winchester follows plan of many big advertisers of gradually narrowing margin of profit for retailer and forcing consumer demand, even though the retailer handles at less than his cost of doing business. Then retailer would be less inclined to fight transition to policy of Winchester establishing their own store in that town, after which they could readjust retail profits as they pleased.

(11) Dealer gets "privilege" of exclusive agency on only the unknown lines. He does not get exclusive on arms and ammunition, the only lines on which a demand now exists. His special discount on these lines nets far less than his own cash put up deserves. He could better afford to pay jobbers' prices on arms and make more net money by investing his capital in his own business.

(12) Winchester fails to agree not to start a store in DEALER'S town at some future time, after DEALER has held the bag during the time a demand is being created —always a losing period.

Should Find Out

(13) Dealer should demand to know who owns the common stock of Winchester company, which will get most of the profits, if and when earned—also what it cost them. Also who now owns the preferred stock which the company is procuring for the DEALER and what it cost present holders. Is this stock coming from the treasury of the company or from individuals? Also whether the cash which dealers pay for stock is being used for manufacturing and other physical operations of their company, or is paid to insiders to retire other obligations, and if the latter, upon what basis.

(14) Dealer should remember that he cannot afford to buy at retail in larger quantities than he can handle

for a quick turn-over and NET profit. Therefore, he must insist upon adequate service from Winchester. This would inevitably require Winchester to render jobbing service and incur a jobbing expense, which if confined to the few lines of merchandise Winchester will manufacture, will produce an operating cost that may consume all other profits, and leave nothing **net** from which dealer's dividends may be paid. Dealer should know what service he will get before he discards his present suppliers.

(15) Many merchants, even the most successful, occasionally meet some emergency—caused by sickness or crop failure or by some other cause beyond the merchant's control—when he needs a little extra time to pay his bills. The jobber is always ready to accommodate a loyal customer and lend him a helping hand in time of need. The Winchester contract, however, in clauses 3 and 5 makes it a condition that the very fact of an account not being paid at maturity, the whole arrangement is **automatically** ended.

My time is up and I can't take longer to read you the many opinions I have here from retailers all over the country. I will read just one paragraph which is most significant. I remind you of the denial to which I earlier referred, that any connection existed between Winchester and either Montgomery Ward or United Retail Stores Company—Whelan enterprises.

Letter From Retailer

This letter was recently written by a first rate, successful and responsible hardware merchant who had recently attended one of the regular Winchester meetings at which spoke Mr. Anderson, the treasurer of the Winchester company. This merchant writes under date of January 28, 1920.

He attempted to show that the Winchester people had gone after Mr. Liggett in place of Mr. Liggett going after them, stating that when Mr. Otterson was faced with the problem of disposing of the production of their tremendously expanded plant, he naturally turned to his old friend, Mr. Liggett, and asked him to become a member of their board of directors, so that they could get the benefit of his experience and advice; that Mr. Liggett at first refused, but afterward agreed to look the proposition over and that if it appealed to him he would go on their board for one year. After looking the matter over, he decided it was a good thing, and so he is on their board to-day. Mr. Anderson was free and frank to admit that Mr. Liggett had opened up the vast store of facts and information possessed by the United Stores Company and the Rexall Company to them.

He also went on to say that the malicious report had been spread around that the Winchester Repeating Arms Company was broke, which he said was refuted by the purchase of Montgomery Ward & Co., for $90,000,000, stating that they were either not broke or had a mighty good credit.

I feel I am safe in speaking for the hardware jobbers generally, many of whom have already announced that they would no longer handle the Winchester lines because it was opposed to the interests of the retail hardware trade, and say that I think the majority of jobbers will not continue to furnish the distribution for Winchester arms and ammunition for 1920, which the Winchester company needs to supplement the small volume which the selected agents can handle for this year and estimated at about 10 per cent. of Winchester present manufacturing output. As to my own companies, we have thought it to the best interests of our customers that we should not make any public statement as to whether we will catalog and sell any Winchester arms and ammunition in future, but you can draw your own conclusions when I remind you that we have said to our customers that we believed it would not be to their best interests to sign up with the Winchester company and when I remind you that we have always believed that our interests and those of our customers were one and the same. But I will tell you also, since this is executive session, while I was writing this last night in my Corona, my brother, who spent last evening here on his way to New York, wrote a general letter to our salesmen instructing them to return their catalog pages showing Winchester goods—they were instructed many weeks ago to take no more orders for them.

Display tables of tinware, enamelware, graniteware and similar lines are a real magnet when it comes to attracting women. Many hardware merchants have greatly increased their turnover by displays such as are shown above.

Power Plants Make Farm Liveable

Splendid Opportunities for Hardware Merchants in Supplying Electrical Needs of the Rural Communities—Labor-Saving, Comfort-Giving Equipment Advertises and Helps Sell Itself

EXPERTS who have analyzed the rapidly increasing demand for electric light plants on the farms estimate that within the next five years more than 60 per cent. of the farms of the country will be so equipped. It is simply another illustration of the increasing ability of the farmer to take advantage of all labor-saving and comfort-giving devices.

A few years ago such an innovation as electricity on a farm was the greatest rarity except in those districts where the power could be obtained with short transmission. But the high prices paid in recent years for farm produce have so increased the farmers' buying powers that the purchase of an electric lighting plant becomes entirely possible.

A BIG FIELD

This is a big and profitable field for the hardware merchant. Unlike some lines which have to be demonstrated widely before their advantages become manifest to the average farmer, electric lighting is a thing with which the farmer is thoroughly familiar. He knows its advantages; he sees them when he attends a motion picture theatre, when he switches on the lights of his car, when he rides in a trolley car.

ADVANTAGES OBVIOUS

And its advantages to him are obvious. The farmer is coming to realize more and more that mechanical power will give him better results than the old-fashioned, back-breaking methods. He has witnessed it time and again in the tractor, in the automobile—in dozens of other devices he had adopted.

The installation of electricity provides advantages quite as great. With electricity, the wife's tasks of washing, ironing, churning, running sewing machines, will be lightened in some cases as to become almost negligible. And the comfort and appearance of a house lighted by electricity compared with the old-fashioned, smelly, often dangerous oil lamp are patent. Electricity, too, will bring what the farmer usually regards as luxuries in his home. At his disposal will be electric toasters, chafing dishes, heating pads and other domestic conveniences.

ELIMINATES DANGER

That is in the house. Outside, the advantages of an electrical plant are quite as great. One of the chief of these lies in the elimination of the danger connected with the use of an oil lantern. Many a fine barn has been reduced to ashes through a lantern being kicked over.

The rays of a lantern are feeble, too. In a large barn or stable they penetrate only a very few feet. Electricity, however, will illuminate the largest farm building by means of a very few bulbs. And good lighting is both economical and labor-saving. On the average farm in winter time a great deal of the work is done during the hours of darkness, in the early morning and in the evening. Horses are harnessed, unharnessed, fed and their stalls cleaned; milking is done. It is easy to see how much the farmer would gain through being able to do this work in a well-lighted structure.

SIMPLE TO OPERATE

The simplicity of the modern electric light plant is another strong argument in its favor. The unit system, by which generator, storage battery and switch are mounted on the same base, is especially easy to handle.

The best way to form an accurate idea of the demand for electric lighting plants is to make a trip through the country and remark the number of houses without them. It will convince the dealers of the splendid prospects for such a line.

OVERCOMING OBJECTION

The great objection to overcome in selling plants lies in the fact that the average farmer is firmly convinced that electric lighting is a luxury to be enjoyed by town folk; that the lighting of farm houses by electricity is a far cry. But it should be easy to disabuse his mind of that idea, because the farmer is thoroughly conversant with electricity. He realizes its advantages—it requires little demonstration. And that is a point to keep well in mind; the farmer knows the values of such equipment just as well as he knows the advantages of farming with motive power. The only thing required is to convince him that he is in a position to enjoy those advantages, that he can afford them just as well as the inhabitants of the towns.

EDITORIAL COMMENT

DAYLIGHT SAVING

THE question of whether or not daylight saving is to be in effect this year is coming up for consideration shortly and the usual efforts of the farmers to remain on the present time will be made. All over the country the farmers are preparing to make strong representations against daylight saving. The whole situation will probably hinge on whatever policy is adopted by the railways. The farmers in some cases are trying to argue that if daylight saving must be adopted that it only be adopted in the cities. In the United States the farmers in some sections are openly boasting that they have made city people pay and pay heavily for passing daylight saving measures in opposition to the wishes of those in the rural districts. In New York State they claim that city people paid no less than $25,000,000 last year to farmers who jumped prices to get even with those who carried daylight saving in spite of strong opposition from the country.

A PROGRESSIVE MOVE

A PROGRESSIVE move has been made in Ottawa of considerable interest to all business men in the completion of arrangements for the expropriation of the many toll roads leading into the city. Every road leading into the city has had at least one toll gate so that it was impossible for even a motorcycle rider to enter or leave the capital without paying all the way from ten to forty cents toll. Upwards of fifty miles of highways were owned by private companies. These have been acquired by a Suburban Road Commission which will represent the city of Ottawa, Carleton County and the Province of Ontario. It has cost about $200,000 to secure the roads and eliminate the toll system, but the business men believe that it is money well expended. One of the most important links between the city stores and the rural districts is the highways and anything that tends to limit the number of trips the farmers make to the city directly affects the trade of all merchants. There is little doubt that the collection of tolls worked in this direction and the complete elimination of that system is expected to have a good effect on business, especially now when automobiles are becoming so numerous all through the country. Another good result will be the improvement of the roads taken over. A number of these toll roads still exist in various parts of the country and the example set by Ottawa is one which might well be followed in other places. Business men can take an important step in leading any move which will make for freer or better highways and bring the rural buyers in to their stores.

ARE YOU GETTING READY?

THE prediction of Marconi that within a very short time the present telephone systems will be replaced by wireless systems marks another of those steps which with a rapidity that is astonishing are revolutionizing former methods and conditions. Events have been moving so swiftly for some time now that it is difficult to astonish the average citizen by any announcement. The man of to-day would not be surprised at anything that happens. One thing that business men are beginning to realize is that changes are coming and coming very rapidly in merchandising methods. At the convention of the Ontario Retail Hardware Association in Hamilton last week a speaker made the prediction that before five years have rolled around some remarkable changes will have taken place in retailing. There is every indication that this is correct and some of the cleverest retailers in the Dominion are keeping a close watch on developments so that they may shape their courses in harmony with what is coming.

INDICATES SPLENDID CROPS

THERE is an old saying among the farmers that if snow is plentiful crops will be good. If there is any truth in this Canada should have an unusual harvest this year because reports issued from the meteorological and weather departments show that not in a long time has there been so much snow in the country. In many of the Western provinces well over five feet of snow has fallen during the winter. Throughout Ontario and Quebec the entire country is covered with a heavy mantle of snow. Good crops mean prosperous farmers and prosperous farmers are big buyers. Many merchants have found out just how big the buying power of the farmers has become since the war. Steady and increasing prosperity in the rural districts, and Canada is essentially an agricultural country, means many millions of dollars in active circulation.

TO COMPLY WITH ORDER

FOLLOWING a conference of the hardware merchants of Calgary and district the decision was made to comply with the recent order of the Board of Commerce requiring returns showing the cost and selling price of builders' hardware and materials to be made by March 31. The Calgary merchants appear to have far more definite information regarding what is required than so far has been available at the Toronto office of the Board of Commerce. As stated in previous issues of HARDWARE AND METAL the Ontario representative of the Board in Toronto was asked if returns were wanted on paints, on heating equipment and on electrical fixtures. He stated that he did not know but would find out and advise HARDWARE AND METAL. Up to the present time no word has been received from him. At Calgary it was stated that returns are required on heating equipment including cooking stoves, and also on electric wiring and fixtures. A very large number of hardware merchants are still unaware that the Board has issued any order. A great many more know about the order but are in the dark as to what is required. The sanitary and heating engineers are even more at sea regarding the matter. It might be a simple matter to set all the men in the hardware trade and also in the plumbing and heating trade right by issuing a really definite statement and seeing that each man who is required to make returns received proper notification.

INSIST ON RECEIVING A COPY OF EVERY ORDER

> "I ORDERED from a salesman five gross of a certain brand of merchandise upon which I was to get ten per cent. discount. In due time the goods arrived, also the invoice without the discount being allowed, and upon taking the matter up with the manufacturer I was told that no such discount was allowed, and that no mention was made on the order sent in to the firm by the salesman. I did not get a copy of the order so of course had to pay the bill."

The above is a statement by a retailer to HARDWARE AND METAL recently. It goes to show that the retailer cannot be too careful in insisting that he get a copy of every order given to salesmen. It also serves to prove the necessity of incorporating all conditions of sale on every order. The majority of salesmen are perfectly sincere in their verbal agreements upon making a sale, but occasionally a salesman is found, who, through lack of experience or over-enthusiam, or perhaps because he is working on a commission basis, will make any promise in order to get the merchant's name on his order book.

AN IMPORTANT LEGAL DECISION

AN interesting case was recently decided in Montreal in the Supreme Court in which the point at issue was whether or not the vendor of a carload of tomatoes had guaranteed the purchaser against defects. Plaintiffs in the action were Hart & Tuckwell, fruit merchants and importers, who sued Olivier Decarie for $432.36, being the balance of price of a carload of tomatoes, sold and delivered to defendant at Montreal in June last.

Defendant said he bought the tomatoes on the verbal guarantee of plaintiff that they were in good order and condition. Some of the cases at the door of the car were examined and found to be in good condition, but as he unloaded, however, he claimed half of them to be rotten and unfit for consumption. Under the circumstances defendant urged that he owed to plaintiffs only $600.19, which had been paid.

Plaintiffs refused to accept this and urged their claim for payment in full. Justice MacLennan, in pronouncing judgement against defendant, affirmed that the goods were open to inspection and purchaser, therefore, could have known actual condition of the tomatoes in question.

CULTIVATE STORE SPIRIT

STORES, in order to achieve maximum results, must have a definite business policy. They cannot be conducted along the line of a hit-or-miss policy. A most important development of following out definite business principles is what many merchants call a "store spirit." It shows itself in increased efficiency, in closer co-operation, and makes for smoother relations in all departments. This store spirit should be cultivated, even while it is being developed. The idea would be instilled into the minds of the clerks that they are a part of the store and that on their work ,to a much larger extent than they often realize, hinges the success of the various departments. Many proprietors of the most successful hardware stores hold regular conferences with the men in their employ, and talk over with them each situation that affects the store. Information and ideas that are invaluable are often gained in this way. From the employee's standpoint, it gives him an added interest in the welfare of the store and makes him feel that he is a part of a growing institution and responsible for its standards.

EVENTS IN THE TRADE

Business Changes

Glenallan, Ont. — John Goodwin has purchased the hardware business of Werner Huss.

Brussels, Ont.—G. R. Weller, of Hamilton, Ont., has purchased the hardware and stove business of Gerry and Walker.

Timmins, Ont.—Marshall Ecclestone Company have purchased the stocks and business of the Northern Canada Supply Co.

New Firms

W. G. Edge, Ltd., is opening a new hardware store at Ottawa.

The Lachine Hardware has been registered at Lachine, Que., by V. Hector Dupont.

Obituary

The death occurred at Niagara Falls, Ont., of Mrs. Bliss, wife of Joseph J. Bliss, general manager of the Oneida Community Co.

The death occurred at London, Ont., from the result of heart trouble, of Arthur E. McClary, son of the late Oliver McClary, one of the founders of the McClary Manufacturing Co. He was 57 years old and was largely interested in the firm although, owing to ill-health, he did not take an active part in its management.

Wm. A. Duff died this week in Montreal at the age of 46. Mr. Duff spent three or four years in the electrochemistry department of the Ottawa Carbide Company and was also connected with the Westinghouse Electrical Mfg. Co. of Pittsburgh, coming to Montreal in 1903, where he opened an office for the Canadian Westinghouse Company. Subsequent to this he was in charge from 1907 to the time of his death through failing health, which began several months ago.

Personal

George C. Cameron, of the sales staff of J. C. Wanless & Sons, Chatham, Ont., who has been ill in the hospital with influenza, is recovering nicely.

Samuel Dougall, who recently returned from overseas, has taken a position as salesman in the hardware store of W. A. MacLaren, at Hensall, Ont.

Miss Jessie Pierce, bookkeeper in the hardware store of C. Richardson & Son, at Harrow, Ont., has resigned and is succeeded by Miss Sylvia Johnston.

Silas Reed, for the past four years employed in Heaman's Hardware, at Exeter, Ont., has left for London to take a position in Chown's Hardware store.

Frederic Sara, manufacturers' representative, Calgary, Alta., was a visitor at HARDWARE AND METAL'S Toronto office during the week. Mr. Sara spoke optimistically regarding the outlook for spring business in the West. The chief difficulty being experienced at present is in the scarcity of supplies.

Trade Notes

The City Brass Foundry Co. has been registered at Toronto.

Arthur Bourque, Ottawa tinsmith, is retiring from business.

The Imperial Roofing and Tinsmith Co. has been registered at Toronto.

The S. L. Dobbin Heating and Plumbing Co. has been incorporated at Edmonton.

F. Cote, Ltd., has commenced the manufacture of harness and parts at Levis, Que.

S. H. Ward, Jr., of Montreal, has been named liquidator of the Page Wire Fence Co. of Canada, Ltd.

S. H. Holliday has been appointed provisional guardian of the firm of Lebeau and Lebeau, hardware.

The Wright Whip Co., of Hamilton, Ont., manufacturers of whip lashes, succeeds Chapman and Wright.

A petition has been received for the winding up of the Terrebonne Electric Power & Steel Co., Ltd.

A. E. Bregent, Montreal, sporting goods, has been dissolved and is succeeded by Bregent Sports & Cycles, Inc.

M. Beatty & Sons, Ltd., foundry, Welland, Ont., are succeeded by the Canadian Mead-Morrison Co., Ltd.

The Union Metal Bed Mfg. Co., Ltd., of Montreal, has been dissolved and a new firm formed under the same style.

The American Radiator Company of Canada, Ltd., has been granted permission to increase its capital stock from $500,000 to $1,000,000.

The Empire Manufacturing Co., Ltd., of London, Ont., has been granted permission to increase its capital stock from $100,000 to $1,000,000, and also to change its name to the Empire Brass Manufacturing Co., Ltd.

Under the name of Philip Grannan, Ltd., Mrs. Margaret Grannan, Charles P. Grannan and Richard L. Grannan have been incorporated with head office in St. John, N.B., and a capital stock of $24,000. They will carry on the business of the late Philip Grannan, M.P.P., in Main Street. C. P. Grannan was connected with the business, which deals in hardware, stoves and ranges, prior to going overseas, where he served for three years, and brought back a very creditable record from the trenches with the 26th N. B. Battalion.

M. Smith & Co. have purchased the tinsmithing and plumbing business of P. E. Tufts at Delisle, Sask. Mr. Tufts intends devoting his whole time to the manufacture of food savers, grain buckets and similar lines.

The annual general meeting of the subsection of the Montreal Automobile Trade Association was held in Montreal on Wednesday evening. At this time an address was delivered on credit sales by L. J. Rowlands, manager of the Continental Guarantee Corporation.

Recent incorporations in British Columbia include the Dominion Fuel Saver Company, head office, Vancouver, capital $50,000; North Shore Shingles, Limited, capital $25,000, head office, Vancouver, and the Canada Silica Works, Limited, head office, Victoria, capital $100,000.

Cameron & Co., successors to Cameron & Campbell, have bought the property at 74 Logan Avenue, Toronto, formerly occupied by the One-Minute Mfg. Co. The company will occupy their new premises after the 1st of May, when they will make a special feature of store equipment, wall cases, shelving, display cases, counters, etc.

Hamilton News

S. H. Alexander, of the firm of Wood, Alexander & James, of Hamilton, has gone South on a short holiday trip.

F. James, of the firm of Wood, Alexander & James, of Hamilton, who has been laid up through the effects of a heavy cold. is much improved.

Grant McEwan, successor to W. H. Dean, representing Wood, Alexander & James, was taken ill on the train on Monday before the Retail Hardware convention.

Western News

Hardware merchants from outlying points who were visitors in Winnipeg during bonspiel week included the following: A. G. Box, Pearson; J. Briggs, Norwood; A. H. F. Stelck, Dauphin (new oil city); A. J. Box, Belmont; W. C. Box, Souris; W. G. Krecy, Kipling; W. E. N. King, Neepawa; E. T. Johnston, Boissevain; C. Ralph, Neepawa

Marting Engers, representing the Dominion Battery Co. in Western Canada, is on an extended business trip through

the West and will proceed to Vancouver and Victoria. Mr. Engers is calling on the jobbing trade, and Mr. C. D. Wright is calling on the retail trade in the Prairie Provinces.

The C. C. Craig Co., Winnipeg, is opening an office in Toronto at 11 Colborne Street.

Montreal News

W. T. Evans, manufacturers' representative, Lindsay Building, Montreal, returned last week from a trip of several weeks' duration to the Old Country. Mr. Evans reports conditions in a general way much improved in the Old Country.

Messrs. Crump of Vancouver, Bodel of Calgary, and Scott of Winnipeg, all hardware department buyers for the Hudson's Bay Company, Ltd., were this week in Montreal on business.

Max Hill, manager of the James Walker Hardware Co., Ltd., Montreal, is a visitor this week to New York.

E. H. Johonnat, director of sales (ammunition), Dominion Cartridge Co., Ltd., Montreal, returned last week from an extended trip to Western Canada.

Leslie Brook, travelling representative for Edward Owen & Company, 21 Ludgate, Birmingham, England, is visiting Canada and called on the Montreal trade last week.

Henry Annis Dies at Yarmouth, Nova Scotia

Following an illness which extended over several months, the death occurred in the hospital at Yarmouth, N.S., on Monday, of Harry Annis, vice-president and managing director of the Marshall Wells Co., Ltd., of Winnipeg. He was fifty-seven years old and was born at Caledonia, N.S.

When a young man he went to Duluth, where he associated himself with the Marshall Wells Co., wholesale hardware merchants, and by his very progressive disposition soon held an excellent position in that concern. As the firm established branches in different cities in the Western States, Mr. Annis was placed in charge, and when the company decided to come into Western Canada Mr. Annis was sent to Winnipeg to effect the establishment of the business, where he has been for the past fourteen years. He retired about a year ago to return to his beautiful club farm at Carleton, and at that time he was vice-president and managing director of the Marshell Wells Company. In November last he was taken seriously ill and for several weeks he was a patient at the hospital, where his physician, from the outset of his trouble, held out little or no encouragement for recovery. Mr. Annis is survived by his wife, one son, Harold, and one daughter, Jean.

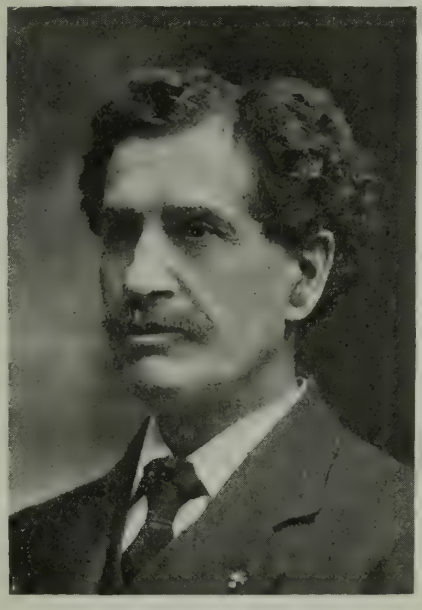
R. J. CAMPBELL COMES EAST

R. J. Campbell, formerly with Brandram-Henderson, Ltd., in Manitoba territory, has been transferred to the Ontario division and will cover Ontario territory, with headquarters at Toronto.

Quebec's New Mayor Had $3 Monthly as Salary

Joseph Samson Knew What Long Hours Meant, But Stuck It Out—Saved His Money and Applied His Mind to Mastery of Hardware Business—Now Enjoys Confidence of Electors

JOSEPH SAMSON, born at St. Isidore, Dorchester County, Que., on January 9, 1862, and elected to the mayoralty of Quebec by a pluralty of 1,033 votes early this month, entered his chosen vocation, the hardware business, at the age of seventeen. His engagement was with Mrs. Dumas, Quebec City, and for his services it was agreed that he should receive three dollars per month. Nothing daunted, he accepted



JOSEPH O. SAMSON
Hardware merchant, who as stated in the previous issue of Hardware and Metal was elected Mayor of Quebec.

this cheerfully, applied himself closely to all the work asked of him, determined that he would master this business and pay the price in close application and hard work. Not only so, but in the space of less than eight years he had saved the considerable sum of five hundred dollars, although at no time had his salary exceeded $20 per month.

Those were the days of self-denial and the days of sweat for young Samson. Up early every morning, he did not hesitate to learn the art of selling, and probably quite as important for his own weal, the art of being master of himself—an indispensable quality of a self-made man. For in living on the meagre salary he received and in saving his first five hundred dollars, the practice of self-denial brought this youth a training that would eventually be invaluable. Just such frugality as he had to practise has made many of our captains of industry in this and other countries, and is a valuable quality to possess. To its possession many have attributed the subsequent success attending their life's work.

Enters His Own Ship

On the first of May, 1887, Mr. Samson, with his hard-earned and carefully-saved capital of $500 launched into commercial business under the firm name of Samson and Filion, hardware merchants, and the partnership thus begun has continued, with developments keeping pace with the more modern requirements of the age, and with present efforts embracing, not only the retailing of hardware but jobbing of it as well.

Busy men find time to help others and to enlist their services for the welfare of their community. Of this number, Mr. Samson has, in recent years, addressed himself to the demands of his community, and for six years past has represented Quebec electors on the city council. Active in this work, he has secured a grasp of the civic government and the needs of historic Quebec, which, added to his life-long residence there, gives him an insight which will now stand to his credit and will doubtless fit him for the discharge of duties which will be increasingly important. Mr. Samson's friends will welcome his elevation to this, the most important post in the gift of his native city, and HARDWARE AND METAL desires to join in wishing Mr. Samson many successful terms as chief magistrate.

In addition to his association with the firm of Samson and Filion, Mr. Samson is president of Chas. A. Julien Co., farm implement manufacturers at Pont Rouge, and director of several Quebec manufacturing concerns.

Captain Fraser To Locate At Montreal

Capt. F. E. Fraser, D.S.C., who joined the Royal Naval Air Force during the latter part of 1915, and was awarded the Distinguished Service Cross by the British Admiralty for valuable services, has been appointed sole distributor for Canada for B. S. A. rifles and shotguns, manufactured by B. S. A. Guns, Ltd., subsidiary of the Birmingham Small Arms Co., Ltd., of Birmingham, England.

Capt. Fraser will be located at 10 Hospital Street, Montreal.

Standard Paper Boxes, Limited, capital $40,000, head office, Toronto, plans to manufacture and deal in paper boxes, shipping tags and paper specialties.

Veteran Traveler is Presented With Handsome Diamond Ring

Hardware Merchants Pay Surprise Visit to Home of W. H. Dean While in Hamilton

A PLEASANT feature of the Ontario Retail Hardware Convention in Hamilton was a surpise party at the home of W. H. Dean, 36 Emerald Street South, when a number of his former customers from Wellington, Grey, and Bruce counties—hardware merchants he has been calling upon for a great many years as representative of Wood, Alexander and James, presented him with a diamond ring. Gilbert McLaren, of Port Elgin, in well-chosen words presented the ring—referring to the fact that his late father was probably Mr. Dean's oldest customer, he having bought his first bill of hardware from Wood & Leggatt through Mr. Dean in 1865.

D. J. Hunter, Wiarton; Thomas Young, Harriston, and F. E. Hendershott, of Mount Forest, also spoke briefly, recounting many instances of Mr. Dean's unfailing courtesy, his friendship and advice in times of prosperity and difficulty alike. Many of the men represented in the group actually began their hardware business life under the suggestion and guidance of Mr. Dean and attributed their success very largely to his interest.

Thoughtful reference was made to the present good health of both Mr. and Mrs. Dean, and the wish expressed that they be spared many years to enjoy together the fruits of a useful and well-spent life.

Mr. Dean replied in his usual happy manner, leaving no doubt as to his appreciation of the present, and his continued interest in those who have so long been his friends and business associates.

The following hardware men, although not all able to be present, participated in the presentation: Imlah Bros., Fergus; Liesemer & Kalbfleisch, Mildmay; Grey & Ewart, Chesley; McLean Bros., Tiverton; David Trail, Walkerton; McDermott & Kyle, Stratford; H. F. Schmidt, Stratford; J. Roger, Atwood; Chalmer Bros., Palmerston; Aiken Bros., Allenford; Walker & Merriam, Tara; James Duke, Grand Valey; Gerry & Walker, Brussels; R. Taylor, Dromore; Thede & Brill, Underwood; Hillhouse & McLeod, Clifford; Duncan Munn, Ripley; O. B. Henry, Drayton; B. Ahrens, Hanover; Wenger Bros., Ayton; Baines & Farley, Kincardine; Jno. Douglas, Wroxeter; Rae & Thompson, Wingham; E. French, Elora; Ernst Bros., Mount Forest.

Plan Early Closing All Year Round at St. John, N.B.

Clerks' Association is Behind Move and Are Also Asking for Saturday Afternoons

St. John, N. B.—The closing of all stores in St. John at 6 o'clock every evening and 1 o'clock on Saturdays all the year round is being advocated by the members of the Clerks' Association of this city. The program was announced at a meeting when it was said that the managers of the larger retail stores of the city had been interviewed and had expressed their willingness to comply provided the smaller stores would do the same.

During the busy summer season in lieu of working Saturday afternoons, the clerks are agreeable to working on Friday nights, but think that during the rest of the year the stores should be closed every night.

Archibald Cameron was appointed chairman of a committee to place the matter before the common council in the form of a petition for an early closing law. H. D. Sullivan, president of the Hardware Clerks' Association, was present at the meeting and promised the support of his fellow members to the scheme proposed.

Because a heavy snowstorm greeted the merchants on Thursday when "Dollar Day" was to be held, it was continued on Friday when sunshine prevailed and the stores were filled with buyers. The scheme was again a distinct success. It was widely advertised and brought excellent results.

Quickly Open For Business After Fire

Timmins, Ont.—The Marshall Ecclestone Co., whose hardware and furniture store was completely destroyed by fire recently, has purchased the stocks and business at Timmins of the Northern Canada Supply Company. The store on Third Avenue will be conducted for the present. The day after the fire the Marshall Ecclestone Co. was conducting business from their warerooms on Pine Street and later bought the premises occupied by N. Ferris. While Marshall Ecclestone will for the present conduct their business in the store of the Northern Canadian Supply Co., it is expected that work will be commenced in the Spring on a new fireproof building.

Norwesco Travellers Gather At Marietta

Eighteen travellers, including those from the Canadian organization, attended the annual sales convention of the Northwestern Chemical Company, held at Marietta, Ohio. R. M. Tussing, the general sales supervisor, presided, and after the opening address Fred Hall, president and general manager, spoke on "Destructive Unrest." H. A. Fordham, secretary-treasurer, who is in charge of the accounting department, spoke to the men on "The Relation the Accounting Department Plays in Your Success." O. W. Morganstern, purchasing agent and production manager, discussed "Keeping Raw Material Coming In and Finished Goods Going Out." Short addresses were given by A. S. Isaacs, chief chemist; V. V. Casey, Eastern sales supervisor on "Selling the Dealer"; L. D. Speed, Central sales supervisor, on "What is Required of a Salesman"; I. D. Cross, Western sales supervisor, "My Ten Years' Experience"; S. E. Samuels, "Getting the Goodwill of the Buyer"; M. P. McGee, "The Man Who Came Back," and L. G. Meredith, "Bumps of a New Salesman." On the second evening of the convention the salesmen were guests of the company at a theatre party. On the third evening the company gave a love feast and as its guests had the outside and inside sales organization, the department heads and directors of the company.

Licensed To Make Incandescent Lamps

The Canadian Laco-Philips Company, Limited, as a result of a number of months' negotiations with the Canadian General Electric Company, Limited, has taken out a license to make incandescent lamps under all their existing lamp patents. The license is based on patents that correspond to patents which have been litigated and upheld in other countries, and where upheld are governing the sale of both vacuum and gas-filled types of lamps.

The Canadian Laco-Philips interests will organize a new company, and are arranging to have the stock largely in the hands of Canadian electrical interests in different parts of Canada.

The Canadian Laco-Philips Company also expect to make arrangements to take over one of the existing lamp companies of Canada.

B. S. A. Guns, Limited, Has Been Organized

The gun and rifle department of the Birmingham Small Arms Co., Ltd., Birmingham, England, has been formed into a subsidiary company to be known as B. S. A. Guns, Limited. The proprietorship of the new company will remain with the parent company.

Steel Output is Increasing as Stock Accumulates

Ingot Production for Last Month Was at the Rate of 40,500,000 Tons—Mills Are Oversold for Some Time

Pittsburgh.—The production of steel is increasing but its distribution is unimproved and accumulations at producing points have grown to heavy proportions owing to inadequate railroad service. The matter of transportation is a main factor and is largely, if not entirely, the cause of the present shortage.

According to the report of the American Iron and Steel Institute for January the ingot production during that month was at the rate of 40,500,000 tons per annum, which shows a substantial increase over the rate of output during any one month since February, 1919. During 1917, by way of comparison, the output of steel ingots and castings was 45,060,607 tons. The outturn has increased faster than it can be distributed under present winter conditions. It is hoped, however, that with open Spring weather conditions will be vastly improved and congestion relieved. From Youngstown it is reported that embargoes recently placed on Eastern shipments have caused a general piling up of sheets at shipping points to an extent that has forced the mills to divert a portion of the tonnage in other directions.

Youngstown sheet mills at the same time are reported to be completely sold up, and owing to the difficulty in obtaining bars may even have to disappoint customers who have large orders waiting for second quarter delivery. The outlook is for higher prices for the second half. Chicago steel mills are also declining further orders involving delivery before July. Some railroad material is being booked, and large consumers are pressing their requirements for the second half, but producers are not yet prepared to commit themselves. In the local market demand for structural material continues heavy and considerable tonnage has been booked within the last few days from the building trade. There is much more inquiry, however, than actual business.

Annual Sales Convention of Beatty Bros., Ltd.

AT the Annual Sales Convention, held every year by Beatty Bros., Limited, of Fergus, Ont., all the salesmen from this firm's three Eastern branches were present, and a most instructive and jolly time was spent by all. The illustration shows the banquet in the office the night before the convention finished. Plates were laid for 170 guests. All salesmen, members of the office staff and the factory foremen, with their wives, were present. A splendid program was given by employees of the firm after the banquet. The salesmen left on the following day, the St. John and Montreal branch salesmen going on to the firm's factories in London to inspect the manufacture of the washers, churns, pumps, etc.

The illustration shows the salesmen, office staff and factory foremen at the annual banquet in connection with the sales convention of Beatty Bros., Limited, Fergus, Ont.

Hardware Employees' Annual Sleigh Ride

St. John, N. B.—The annual sleigh drive of the employees of T. McAvity & Sons, Ltd., King Street stores, proved as enjoyable as these occasions always have in the past. In four big sleighs, they drove out about six miles from the city to the Manor House, where they had a delightful supper, followed by a round of speeches, songs, music and dancing. W. G. Stratton proposed the toast to the King, which was responded to by the National Anthem. The toast to the company was proposed by R. R. Cummings and replied to by J. A. McAvity, A. G. McAvity and P. D. McAvity. An orchestra provided music and a fine programme of dances was carried out. Three cheers for the company were given and the evening voted one of the most enjoyable possible.

Spark Plug Plant Opened At Windsor

Windsor, Ont.—Mayor Winter officiated at the formal opening of the new factory of the Champion Spark Plug of Canada, Limited, and set the machinery in motion. Officers of the company present at opening were: Mr. R. A. Stranahan, president; Mr. F. D. Stranahan, treasurer; Mr. F. B. Caswell, vice-president and general manager; Mr. H. L. Corey, advertising manager; Mr. A. J. Hayes, sales manager; together with Mr. Charles Dewar, superintendent; F. B. Chester, W. E. Harmeyer, P. H. Stump, O. C. Voss, J. B. Walden, H. Seibert.

British Iron And Steel Output Grows

London, Eng., Feb. 26.—The Federation of Iron and Steel Manufacturers announce the ouput of pig iron in the United Kingdom during January as 665,000 tons and steel ingots as 754,000 tons, which is the largest since last May. The monthly averages in 1919 were: Iron, 617,000 tons; ingots, 658,000 tons. 1918—Iron, 756,000 tons; ingots, 799,000 tons, and in 1913, iron, 815,000 tons, and ingots, 639,000 tons.

Hydro-Electric Line Will Advance Rates

St. Thomas, Ont.—The London and Port Stanley Railway has served the required six months' notice on the Michigan Central Railroad that rates for hauling the latter company's freight and passenger traffic between London and St. Thomas must be advanced next summer. It is claimed that the city road is losing money on the Michigan Central business, because of the sharp advance in operating costs since the agreement was made in 1914. Provision is made for rate adjustments in five-year periods, and for arbitration by the Dominion Railway Commission in the event of failure to agree.

THE CLERKS DEPARTMENT

Tell 'Em Quick, Tell 'Em Often Secret of Success, Says Wrigley

The Chewing Gum Magnate Says Advertising is Pretty Much Like Running a Furnace in That You Have to Keep at It to Get Results—Story of a Boy Who Ran Away and Became a Millionaire

WILLIAM WRIGLEY, JR., of chewing gum fame, is one of the most successful advertisers in the world. He has definite principles and ideas in regard to how to achieve results.

His story as told in the American Magazine is as follows:

"Tell 'em quick, and tell 'em often. You must have a good product in the first place and something that people want, for it's easier to row down stream than up. Explain to folks plainly and sincerely what you have to sell, do it in as few words as possible — and keep everlastingly coming at them.

"Advertising is pretty much like running a furnace. You've got to keep on shoveling coal. Once you stop stoking, the fire goes out. It's strange that some people's imagination can't compass this fact."

His Motto

From a little black frame on the wall a legend looks critically down on all who enter the Chicago office of William Wrigley, Jr. "Nothing great was ever achieved without enthusiasm," it tells you. The legend is happily placed. One would travel far to find another so truly a keynote to the career of the man who hung it there.

Wrigley's life has had its jolts and jars, as well as its prizes, but it has never been commonplace. He ran away from home at the age of eleven; returned, and was expelled from school at twelve; went to work in a soap factory immediately afterward; at thirteen took to the road as a travelling salesman; ran away again at nineteen, married at twenty on a salary of ten dollars a week; and ten years later, when he was past thirty, landed in Chicago with thirty-two dollars to his name and founded a business which has an annual turnover to-day of more than thirty million dollars.

Higher Flight

Nor did adventure fold its wings when he opened the Chicago office. Rather it took a higher flight. Three times his accumulated profits were swept away — but he kept on, smiling, unworried, completely confident. To-day, at the age of fifty-eight, he is not only the outstanding figure in his own industry, but also the largest advertiser of any single product in the world.

From his four plants — in Chicago, Brooklyn, Toronto, and Sydney, Australia — he turns out nine billion sticks of chewing gum a year. The Chicago plant alone shipped more than 42,000,000 pounds in 1919. To escape the effort of thinking in millions and billions one may compute that if the annual output of this plant were used to girdle the world there would be 1,680 pounds, or more than three-quarters of a ton, on every mile of the earth's circumference. The gum turned out each day by the four plants, if placed end to end in sticks, would reach from New York to Galveston and run over the Gulf of Mexico.

The Man Behind

But these figures are no more astonishing than the man behind them. Broad-shouldered, muscular, alert, red-cheeked, and without a single gray thread in his thick, dark-brown hair, Wrigley looks fully fifteen years younger than fifty-eight is supposed to look. And to talk with him for five minutes is to find that his vision is as youthful as his physique. Always he is glancing ahead to new plans, new developments, new surprises in the exciting game of business, which, as he remarked casually to me, is to him "a joke, a fine, rich joke."

A Young Man

About a year ago Wrigley decided to take out a million-dollar life insurance policy carrying with it an annual premium of sixty thousand dollars. The huge financial obligation was to be split up among twenty-two companies. Eight physicians were delegated to give him a thorough-going physical examination. After the doctors had finished pressing, pounding, looking and listening, and had made all the other tests known to science, they reported that he was not only in perfect physical condition, but that he had the constitution and blood pressure of a man of twenty-eight.

I think I know how William Wrigley, Jr., has staked a claim on the fountain of youth. Some of his remarks helped me to orient its location. But really to grasp the secret one must have as a background the man's life story, which opened in Philadelphia on September 30th, 1861.

Wrigley was the eldest of nine children. His father was a manufacturer of scouring soap in a factory opposite Wayne Junction, Philadelphia. Across the leveled site of this factory the freight trains of the Philadelphia and Reading Railroad go pounding along to-day.

A Varied Career

Young Wrigley's school life had all the in-and-outness of a Virginia reel. Spilling over with animal spirits and with mischievous imagination, he managed to get fired every three weeks. And each time his father had to effect his return by a mollifying letter to the principal.

The summer when he was eleven Wrigley decided to run away to New York and make his fame and fortune. The price of a railroad ticket left him only a few pennies to jingle merrily in his pocket as he left the station and set out down Broadway.

Selling newspapers seemed the readiest and most logical occupation. So he invested his floating capital in a few sheets and joined the Park Row contingent of "newsies."

In the bustle of the big city young Wrigley found a thousand thrills a day. Chilly nights he would curl up on a grating by the old "Tribune" building, with a pile of newspapers for his pillow, and sleep snugly as the heat from the pounding presses curled up around him. Sometimes he varied the programme by sleeping under wagons parked in the side streets. When it rained he always managed to find some sort of shelter indoors.

The lot of a newsboy palled on him, and he tackled all sorts of odd jobs, such as running errands and carrying bundles for fat ladies and old gentlemen with spectacles. Once he got a job on a vessel from Bath, Maine, that was tied up in the harbor to be rerigged with sails. The eleven-year-old boy was given a sharp knife and sent aloft in the rigging to cut away pieces of tarred rope with which the old sails had been tied. A day of this risky and wearying work was enough, and he stole ashore under cover of darkness.

On another sailing vessel he was put to work peeling potatoes — but the cook fired him at the end of the first day. His peelings had proved too generously thick to be profitable. Finally, as autumn came on, he decided to return home, where the only news from him during the summer had been postcard announcements that he was safe and sound in New York.

Found Life Tame

Back at school, where he was now in the senior class, the boy found life rather tame. His scholastic career, however, was due to come to a sudden end. One day he was seized by the notion that the noble brownstone name-plate on the building would be a splendid place to plaster a spoiled pie. By dint of considerable dexterity he managed to accomplish this feat — and his last expulsion from school, as well.

"No more letters from me," said his father. "Your school life hasn't been a success. We'll see how work strikes you."

Young Wrigley was given one of the hardest jobs of manual labor in the factory, at a salary of one dollar and fifty cents a week. Mechanical crutchers were not in use then and the soap had to be mixed by hand. Hour by hour he stood by the big pots and stirred their thick contents with a paddle. During the year that he kept at this job his shoulders broadened and muscled. He was laying a foundation for the physical strength that he has always maintained by constant physical exercise.

"If you want me to help you make a little money, give my paddle to someone else and let me go out on the road selling soap," young Wrigley announced one day to his father.

"Good heavens, boy, you're only thirteen, hardly out of short trousers," expostulated Wrigley senior.

"Yes, but I'm big for my age," protested the youngster; and he finally won his father's consent to a trial.

Young Wrigley took a train to Westchester, Pennsylvania, and landed there with a determination to sell the first dealer he approached, whatever the odds might be. He spent two hours with his first customer.

"Well, sonny," the dealer said at last, "I see that I will have to buy some of your soap, if I expect to do any business to-day."

Soon the "boy salesman" was sending orders back in a steady stream. In the selling game he found both an outlet for his nervous energy and an opportunity to study all sorts of human beings in their "native haunts." Before many months had passed he was driving a four-horse team, with tinkling bells on the harness, through all the high-grass towns of Pennsylvania, New York and the New England states. The soap was shipped by freight to various stations along the way, and he picked it up and sold it for cash.

Liked Them Cranky

Wrigley made a point of going out of his way to establish contact with cranky dealers, men whom other salesmen came to know as "tough nuts," and avoided as far as possible. He was always smiling, always enthusiastic, always confident.

In one town in New York State he had made an easy sale at the first store he visited, when he remarked genially to the proprietor:

"Nice place, nice people to deal with — here."

"Better wait until you try to sell that feller up the street," laughed the storekeeper. "He's a tornado, with a sole purpose in life to annihilate salesmen. Used to be a salesman himself, and a darned poor one; but he married the daughter of the man who owned the store and inherited it when the old man died. If you can crack him you're a world-beater."

"Bet you a hat I sell him a good-sized order," said young Wrigley.

"Taken!" snapped the storekeeper. "And the joke's on you, for I wear high-priced hats."

As Wrigley opened the door of the store at the end of the street he heard a tremendous hubbub. The proprietor was in the process of venting his wrath on a frightened-looking woman standing in front of the counter.

"Why didn't you tell me you wanted a dozen eggs in the first place?" he was yelling. "Now I've got to come clean around the counter again. Suffering blazes, you women! . . ."

"If he talks that way to customers he must be a gentle soul with salesmen," thought Wrigley, as he walked forward to introduce himself and state his errand. The storekeeper, somewhat breathless from his recent outburst, listened for a minute before he broke in with a roar:

Called Him Down

"Why, you young whippersnapper, you don't know the first rudiments of salesmanship. Your approach is rotten; you're as crude as mud. I wouldn't buy from you if you had the last cake of soap in the world."

"I suppose that's so," said Wrigley, letting his head sag dejectedly. "But I've got to learn sometime. Gee! wouldn't it be wonderful if I could get a few pointers from a man who knows how, some experienced and successful man like you, for instance."

The storekeeper's face grew more placid.

"Oh, if you put it that way, I don't mind telling you a few things," he grunted. "Here's what you should have done . . ." And he went on to explain. Wrigley listened with the utmost attention.

"Fine," he cried, at the conclusion. "Now I'm going out and come in all over again."

Sold Him the Soap

On his re-entry Wrigley repeated the exact sales talk the dealer had made. When he left the store a year's supply of scouring soap had been bought and paid for.

"To be always pleasant, always patient, and never to argue," was Wrigley's philosophy of selling. Whenever he failed to get an order he made it a point to thank the dealer warmly for having listened to him, a policy which often brought forth some such remark as, "Oh, I don't mind if you do leave me a couple of boxes."

Vision and Courage

For clear vision and sheer courage Wrigley's great national advertising venture of 1907 has probably never been paralleled. In the general depression of this panic year, the barometer of advertising dropped to a low level. Scores of national advertisers began looking around for a road by which they could back-pedal on their contracts. In the midst of the slump Wrigley slipped into New York and in three days bought up a million and a half dollars' worth of contracts for advertising space. The failure of his contemplated campaign would spell havoc — but he was confident it would not fail.

But this was only part of the plunge. He followed it up by distributing coupons broadcast, and announcing that any dealer in the country could get a box of gum gratis merely by presenting a coupon to his jobber. Wrigley staked his financial future on his confidence that the advertising campaign, accompanied by a free distribution of the advertised product, would inundate the country in a tidal wave of new business.

For the first few weeks the issue seemed to hang in the balance. Suspicious of any promise to get something for nothing many dealers merely tossed the coupon aside. Then word began to spread that there was no "nigger in the woodpile," that the box of twenty packages was an outright gift. Dealers began to rummage through their waste baskets and to dig the coupons out of pigeonholes in their desks. Soon gum was flowing forth from the factory in a continuous stream; follow-up sales trailed the free distribution; business began to double and treble.

Probably no man in the world has a more unqualified belief in the power of advertising than William Wrigley, Jr. In the twelve years since his first great national campaign he has spent more than $20,000,000 to spread his message in eighteen languages across the civilized world. As the result of one of his huge contracts, each of the 62,000 street, subway and elevated cars in operation in the United States carries one or more of his cards. Above Times Square, New York, flashes nightly an electric sign which costs $104,000 a year — more than the total amount spent in his first unsuccessful attempt to storm the metropolis. In 1915, he collected every telephone directory in the country and mailed four sample sticks of his gum to the 1,500,000 listed subscribers. He duplicated this campaign in 1919, this time to more than 7,000,000 homes. His advertising expenditures for the one year passed the $3,500,000 mark.

"What is the secret of successful advertising?" I asked Wrigley.

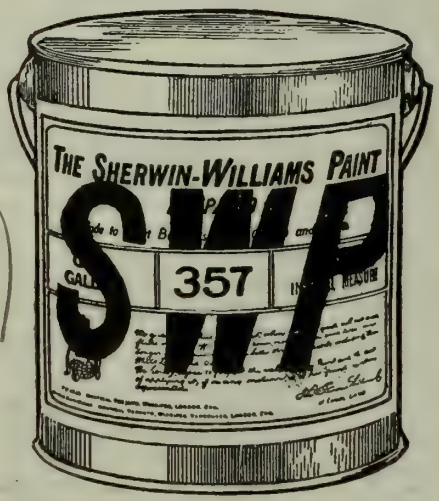
"Tell 'em quick, and tell 'em often," he replied, his blue eyes twinkling. "You must have a good product in the first place and something that people want, for it's easier to row down stream than up. Explain to folks plainly and sincerely what you have to sell, do it in as few words as possible — and keep everlastingly coming at them."

WILL TOUR DOMINION

J. Vernon McKenzie, who has recently left the MacLean Publishing Co. to accept the position of Canadian Trade Commissioner for Scotland, with headquarters at Glasgow, will make a brief tour of the Dominion, between Winnipeg and the Maritime Provinces, during the next six or seven weeks. Any manufacturers or others interested in exporting to Scotland, who may wish to get in touch with Mr. McKenzie, or who may wish to have him make inquiries for them in Scotland, may address communications to the Editor of this journal, who will see that they are forwarded. Or, communications may be addressed direct to the Secretary of the Canadian Manufacturers' Association, Montreal. Mr. McKenzie will make his headquarters there until early in March, and after that communications will be forwarded.

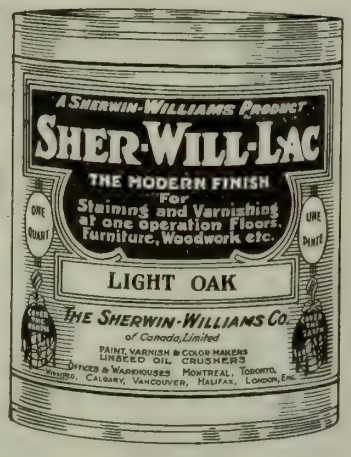
How Long Will It Last

SHERWIN-



SHER-WILL-LAC

The modern finish for floors, furniture and all interior woodwork. A combination of transparent stain and varnish. A good line for shelf and counter displays during the spring house-cleaning weeks.



SWP

The House Paint of Durability and Economy. Spreads easily, costs less per job and lasts longer than any other paint. An easy selling and very profitable line for the spring paint displays.

Flat-Tone

A rich, durable and artistic finish for interior walls, ceilings and woodwork. Flat-Tone is made in many beautiful shades and is most economical because of its durability and covering capacity. Your shelves should be well stocked with Flat-Tone to take care of the spring demand.

You can bank on SHER-WILL-LAC, S.W.P. and FLAT-TONE for better business this spring and better profits as well.

WILLIAMS

INSECTICIDES

For The Orchard and Garden

Every customer of yours with an orchard or garden will soon be interested in ways and means of producing a full crop of good quality.

Systematic spraying with *Sherwin-Williams' Insecticides* is the one sure means of combating the profit-wasting, leaf-eating insects, caterpillars and grubs. You cannot recommend better crop protectors. There are none better made. And the results obtained will increase your prestige and your profits.

Here's a list of S.W. Insecticides. See that your stocks are ample enough to meet the Spring demand.

S-W Dry Powdered Arsenate of Lead
S-W New Process Arsenate of Lead (in Paste)
Berger's Pure Paris Green
S-W Calpoiso-Arsenate of Lime
S-W Dry Lime Sulphur
S-W Insecto
S-W Tuber-Tonic

Any information you may require regarding these dependable Insecticides will be sent you on request.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

COMBINED WAXERS AND POLISHERS

The Supreme Manufacturing and Sales Co., 2672 West Dundas Street, Toronto, Ont., are placing on the market a new floor waxing and polishing appliance which they claim is an entirely new departure from the usual method of waxing and polishing floors.

The manufacturers state that their waxer has a receptacle or retainer which will hold sufficient wax to polish the floors of an average house many times and that any good quality of wax may be used, no thinning being necessary, although they recommend their own wax, which is especially manufactured for use with the waxer.

Another feature is given, that this new method eliminates kneeling, stooping, fatigue, and does away with the old way of rubbing the wax into the floor with a cloth and inhaling the obnoxious fumes from the wax ingredients, with the frequent result of soreness of head, back, arms and knees.

The makers describe the construction and operation as follows: The wax receptacle is so constructed that an even film of wax is automatically and economically distributed on the floor surface. The long beveled spreader operates conveniently under radiators, beds and other heavy furniture; along the edge of the baseboard, and in the

Combination Waxer and Polisher

corners. A turn of the simple adjustment screw allows the appliance to be converted from a waxer into a polisher without removing the wax. When closed as a polisher the wax is kept clean and moist for further use at a moment's notice.

The appliance is complete and comes furnished ready for use with waxing cloth and polishing cloth. It has an attractive finish, and in its general appearance and usefulness should please the most exacting taste.

DISTILLED WATER AND HYDROMETER OUTFIT

The General Scientific Equipment Co., North Philadelphia, Pa., have placed on the market a new hydrometer outfit which will go under the trade name of Harvey's Distilled Water Bottle and Storage Battery Tester.

Hydrometer Outfit

In describing this new hydrometer outfit the manufacturers make the following claims: That it is made of glass, holds a half gallon of water, has a dial on top to show last date battery was filled, while through the fibre cap and down into the bottle is a hydrometer syringe, which is used for transferring the water from bottle to storage battery cells, and testing the strength of the solution.

By this new arrangement the water comes in contact with no metal, and it is impossible for dirt, dust or grease to be injected into the cells.

The life of a storage battery depends upon the attention given it. Thus, with the dial to indicate last date filled, there is no reason for neglecting to fill the cells at regular intervals.

They also state that by the point of the syringe resting just over the mouth of the cell the operator can see just exactly what he is doing, and there is no chance of overflowing the cells and thus weakening the battery.

AGATE FAMILY

A. Ramsay & Son Co., Inspector Street, Montreal, are placing on the market the Agate Family. This is a line of varnish stain, enamel, chair paint, bath tub enamels, etc., and are put up under a uniform style of label. The manufacturers

Varnish Specialties

state that this is a high quality product suited to finishing floors, furniture and woodwork. It is made in eight shades and natural, in varnish stain, and other lines of the Agate Family are floor varnish, graining surfacer, graining sets, bath tub enamel, gloss black, flat black, white enamel, flat white, chair paint, aluminum paint and gold paint.

STRAW HAT DYE

They are also offering to the trade a line of straw hat dye known as "Ram-Co." This is put up in bottles in the following shades: Cardinal, brown, apple green, Antwerp blue, jet black, violet, champagne, cerise, lavender, yellow, navy blue, rosé gray, victoria blue. It is also made in natural and dull black. An attractive color card will be sent to any interested by the markers.

Incorporations

The Walter Carlson Company, Limited, capital $40,000, head office, St. Catharines, Ont., plans to manufacture and deal in hardware specialties, tools, dies and iron and steel products.

Briscos Wholesale Accessories, Limited, capital $100,000, head office, Chatham, Ont., plans to carry on both a wholesale and retail business in motor and bicycle accessories, sporting goods, toys, etc.

Kimber & Hillier Manufacturing Company, Limited, capital $45,000, head office, St. Catharines, Ont., plans to manufacture and deal in hardware specialties, dies, machine tools and iron and steel goods.

The Bishopric Manufacturing Company, Limited, head office, Ottawa, capital $150,000, plans to manufacture and deal in wall board and other supplies.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

NUMEROUS and important price changes have occurred in the hardware markets during the week and indications point in many cases to a situation developing where it will not be a question of price, but of getting the goods. Shortage of raw materials, delays caused by congestion on the railways and other troubles are behind all this.

Price changes this week include advances in all lines of axes, Stanley tools, Corbin locks, brass valves, injectors and ejectors, clocks, some lines of building paper, curry combs, stove pokers, boat nails, canvas gloves, brass metal polish, friction tape, barn door hangers, wooden pails and tubs, hose clamps, corn planters, wire solder, carborundum grinders, picture wire and one line of shears.

Higher quotations are effective also on galvanized iron, tin plate, copper and Canada plate. Wax candles are up half a cent. Refined iron and all steel bars have advanced.

An immediate advance of ten cents a gallon is expected in linseed oil and unless supplies of raw materials are forthcoming shortly there will be a temporary famine in this product.

Prices of rifles are likely to advance very shortly and further advances may be made in coal oil and gasoline.

MONTREAL MARKETS

MONTREAL, Feb. 26—Many changes again mark the week's history in hardware markets. Various valves are moved upward, as are also injectors, ejectors and grease cups. All axe prices are revised upward, both bits and handled axes being marked from 50c per doz. to $3.50 per doz. higher. Boat nails are higher through a change in the discount. Stanley tools are again up and Corbin locks are to cost more.

Rifles are likely to make an advance in the near future. Clocks will be higher after this, Big Ben being advanced to $4. Kraft paper is marked up. Curry combs are advanced in price and increases are effective for barn door hangers, it is understood, though new prices are not available at this time. Stove pokers are up to $3 per dozen.

Heller's B.S. tools are higher to the extent of 10 per cent. Coal oil and gasoline are very firm and may soon be advanced. Wax candles are half a cent higher. Galvanized iron is up as is also tinplate, copper and Canada plate. Refined iron and all steel bars are up again this week. Carborundum grinders are advanced. Picture wire is up. One line of shears and scissors is advanced 10 per cent. Lead products will be higher. Pig tin is much higher in the London market and has advanced here. Ingot copper is higher and pig lead, too, is firming steadily.

The trade conditions are active and conditions seasonably satisfactory, except for shortage of goods all around.

Valves Have Moved Upward; New Discounts

Montreal.

VALVES.—The price basis for various valves has been altered and an advance made. Genuine Jenkins brass globe, angle and check valves are now on a list plus 5 per cent. basis, although some are quoting net list on these and on gate and straightway, globe, angle and check. Iron body are quoted at 10 per cent. discount, up to 8 inch sizes, while 9 inch and up are quoted on a net list basis.

Axe Prices Increase 50 Cents to $3.50 Doz.

Montreal.

CHOPPING AXES. — Prices are sharply moved upward on various types and grades of chopping axes. There are so many different lines of these that it is impossible to name them. Single bit styles are moved $1.50 per dozen hi and double bitted $2.00 above the former prices. Handled axes are advanced from $2 to $3.50 per dozen, and this is determined by the grade of handles, partly, as well as by the quality of the heads.

Boat Nail Prices Are Marked Higher

London, Ont.

BOAT NAILS.—Those interested in selling various grades of boat nails will find the prices to be higher. New discount on the galvanized grade is now 35%, while that on the black is 55 per cent.

Stanley Tools Make Still Another Advance

Montreal.

TOOLS.—Various lines of carpenter and other tools made by the Stanley people have been revised upward, and the increases vary considerably, beginning at about 5 per cent. over former prices, and in some cases are 7½ per cent. and more.

Lock Prices Up Ten Per Cent. More

Montreal.

LOCKS.—Prices are revised upward on Corbin cabinet locks. The increases are forecast in a withdrawal of prices, and the prices effective on November 12 last are subject to an increase of ten per cent.

Rifles Likely To Make Advance

Montreal.

RIFLES.—Increased prices are likely to apply, HARDWARE AND METAL is informed, on various rifles of Winchester manufacture. The new prices

are not yet decided upon, but there is likely to be an increase of probably 5 per cent. to 10 per cent.

Higher Clocks Will Beat Time

Montreal.

CLOCKS.—It will cost more to keep tab on Father Time through an increase which is made effective for alarm clocks. An increase to $4 each has been effected for Big Ben clocks. It is understood that these, as other alarm clocks, are eagerly sought to fill orders.

Kraft Paper Now Selling Higher

Montreal.

WRAPPING PAPER.—Through an increase of price, wrapping paper of the Kraft grade is costing more, the present price being 11¾c per pound.

Higher Curry Combs; New List and Discount

Montreal.

CURRY COMBS.—Revised list prices are effective for curry combs. Some of the numbers and prices are: No. 75, per doz., list, $5.40; 101, $2.36; 102, $2.76; 111, $2.64; 121, $2.86; 127, $3.80; Eclipse, $4.14. From these prices a discount to the trade of 40 per cent. is quoted.

Barn Door Hangers Have Been Advanced

Montreal.

HANGERS.—Advances have been registered on various barn door hangers, and while the increases are varied, the same run from 10 per cent. to 15 per cent.

Stove Pokers Now Cost More

Montreal.

STOVE POKERS. — Both straight and bent stove pokers now cost more, the price of these having been increased to $3 per dozen net.

Blacksmiths' Tools Cost 10% More

Montreal.

BLACKSMITH TOOLS.—Prices have been increased for Heller Brothers' various blacksmith's tools. An approximate advance of ten per cent. is announced by the jobbers.

Grease Cups Up; Injectors Higher

Montreal.

GREASE CUPS, INJECTORS, ETC. —Prices are revised upward on goods of Penberthy manufacture. Injectors of this make are quoted at 55 per cent. and 5 per cent. discount: Ejectors at 60 per cent. discount, grease cups at 33 1-3 per cent. discount, and oil cups at list plus 5 per cent.

Stoves Moving Out; Ware Business Fair

Montreal.

STOVES AND WARES.—Prices are still firmly held on all wares, and the probability is that there will be no lower basis for a long while, for raw materials are very scarce and will be still scarcer. The demands are seasonably fair.

Stoves and ranges are now beginning to move out to the trade and business in these is better than at the same date last year. There is some anxiety regarding raw material and contracts for supplies against orders placed many months ago are still unfilled. There is a firm undertone on all ranges and stoves.

Coal Oil and Gasoline May Soon Cost More

Montreal.

COAL OIL, GASOLINE.—Prices may soon be advanced on gasoline and coal oil, according to the refiners. It is stated that wage schedules are higher at points of production in the States and there may be a resultant effect in this market ere long. In the meantime there is a seasonably good demand, coal oil selling at 25-28c per gallon and gasoline at 36c for the motor grade.

Rope is Firmly Held; Advances Are Probable

Montreal.

ROPE AND CORDAGE.—While no increase of price has been made in the basis for rope, the present tendencies are very strong and hemp is costing the manufacturer much more. This will probably make a revision of prices upward necessary before long, and a change might come at any time. The present basis for various grades is as follows: Pure manila, per lb., 30c; Beaver and British manila, 26c, and sisal, 22½c per lb.

Galvanized Iron Up; Copper Sheets; Tin

Montreal.

SHEETS AND PLATES.—Galvanized iron has advanced in some quarters 25c per 100 lbs., and the advance of time but makes the difficulty of obtaining supplies greater. Tin and Canada plate are both firmer and new revised prices appear in the current list. Coke plates in 112 sheet boxes are selling at $23.50 for the 1C 20x28; $27 for the IX, and $29 for the IXX, while 56 sheet boxes of the IXXX are quoted at $16.50. Base prices on copper are advanced, too, planished now being quoted at 53c for the tinned, plain tinned at 47c, and plain at 43c per lb., in lots to the trade.

BLACK—		
10 gauge		7 70
12 gauge		7 75
14 gauge		7 80
16 gauge		8 05
18-20 gauge	8 05	8 20
22-24 gauge	8 10	8 25
26 gauge		8 15
28 gauge		9 20

GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	11 30
28 gauge	11 00
26 gauge	10 75
22 and 24 gauge	10 35
20 gauge	10 25
18 gauge	10 25
16 gauge	10 25
English Standard—	
28 gauge	11 50
26 gauge	11 25
24 gauge	10 65
22 gauge	10 30
18 and 20 gauge	10 10

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Refined Iron Higher; Steel Scores Advance

Montreal.

IRON AND STEEL.—Advances have again been registered on both iron and steel, and the tendencies will very probably be upward until some relief on raw material is obtained. Iron is 25c per cwt. higher, and various steel prices, too, are marked up. There has been a good demand for these commodities, and doubtless this will continue for many months, and even be greater. New prices are: Base for bar iron, per 100 lbs., $4.55; refined iron, $5.55; mild, band and sleigh shoe steel, $4.90; harrowtooth steel, $5.05; single reeled machinery, $6; spring, $5.50; tire, $5.10; iron finish machinery, $4.95; and toe calk steel, $5.80.

IRON AND STEEL		
Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 00
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 22
Black diamond tool steel, per lb.		0 22
Black diamond cast steel, per lb.		0 22
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Wire is Steady Without Change

Montreal.

WIRE PRODUCTS.—While no changes have been made over the week on wire products, the market is steadily firm. Prices are likely to be held up to their present level, and, in fact, these may yet be higher. A good demand exists for barb, plain twist, coiled spring and soft galvanized wires. Iron and steel wire are holding on a base price of $5.50 per 100 lbs.

Barbed Wire—	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 66
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 06
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20

Carbo Grinders Are Now Costing More

Montreal.

GRINDERS.—Prices on carborundum grinders are now marked higher and a few of the prices are given herewith: No. 1, list, $6.37; 2, $9; 3, $12, and 4, $16.50. This is for the first grade. Second grade are: "A," list, each, $4.87; "B," $6.37; and "C," $9.74. A discount of 15 per cent. to the trade is allowed.

Picture Wire Up; Boiler Rivets $7.25

Montreal.

PICTURE WIRE, RIVETS.—Prices are higher on picture wire, the present discount being 40 per cent.

Iron boiler rivets, recently revised upward, are now quoted at $7.25 per 100 lbs., base.

Shears and Scissors Are Marked Higher

Montreal.

SHEARS, SCISSORS.—Advances in the price of Wiss shears and scissors are announced. The new discount of first quality goods is 22½ per cent., and that on second grade, 42½ per cent.

Wax Candles Up Half a Cent

Montreal.

PARAFFINE PRODUCTS.—An advance is reported of half a cent per lb. for various wax candles. This is due, say the makers, to advance of wage costs on the part of their men, and also owing to higher freight rates.

Big Demands Reduce Various Nail Stocks

Montreal.

NAILS.—Both steel wire and cut nails are in heavy demand from all sections of the trade and there is not likely to be much improvement. Those requiring stock will be well advised to obtain their normal requirements at least, early, it would seem. The undertone is very firm and standard wire nails are based at $5.50 per keg and cut at $6.35.

Users Pay Good Price For Heavy Scrap Iron

Montreal.

OLD MATERIALS.—Prices are very firm on the heavy melting steels and particularly on cast iron. These are held at a premium, where available in quantities, and there is really little encouragement for the mills on large lots, the market being rather depleted of large stocks. A decidedly nominal market obtains on these lines, while the customary quiet prevails on most other lines.

Dealers' Buying Prices—

Old rubbers, boots and shoes ...	....	0 07¾
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	....	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	28 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	14 00
Heavy melting steel	18 00	19 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Pig Tin Advances; Copper Goes Up

Montreal.

INGOT METALS. — Tin is much higher in London and has advanced here, too. Copper is firmer this week, as well, while lead and antimony are firmer.

COPPER.—This market is characterized this week by renewed strength, and the basis for electrolytic is now 24¼c per lb., and that for casting, 23¾c.

SPELTER.—Quietness surrounds this metal and quotations hold unchanged at 12½c.

LEAD—Advances are still being made on pig lead and the product is scarce. There seems to be little prospect of improvement in the matter of supplies for the next two or three months.

ANTIMONY.—A steadily firm market obtains, with 14c per lb. being quoted on Chinese and 15c on English.

ALUMINUM.—At 34c per lb. this is more active, but otherwise there has been little change.

TIN.—Within the past two months the English market on block tin has risen from £280 to £420. The advances do not seem to have yet stopped. Local quotations on L. & F. are held at 78c per lb.

Advance Imminent On Lead Products

Montreal.

LEAD PRODUCTS.—The trade may expect to pay more for lead products in the near future. The basis for pig lead has so greatly advanced that a revision will doubtless be made, probably within the next few days. Higher prices for tin will also serve as another reason for increasing prices on solder.

Lead pipe, per 100 lbs.	....	16 00
Lead waste, per 100 lbs.	....	17 00
8 in. and over, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Do., 4 to 8 lbs., sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44½
Solder, strictly, lb.	....	0 41½
Strictly, commercial, lb.	....	0 38½
Solder, wiping, lb.	....	0 37
Solder wire (8 gauge)—		
45-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18
40-60	....	0 41

TORONTO MARKETS

TORONTO, Feb. 26—Price advances are numerous again this week and with a splendid volume of business offering there is a marked scarcity of merchandise. Among the advances made this week are: Perfection door springs, wooden tubs and pails, corn planters, wire solder, Penberthy brass valves, Stanley planes, rules and levels, Richards-Wilcox grindstones, canvas gloves, hose clamps, brass metal polish and friction tape.

In general very firm prices prevail, especially for all iron and steel goods. There is a brisk demand for the small stocks of boiler tubes which are on hand and for flat and corrugated sheets. Jobbers report a shortage of the latter, due to inability to get stock from the mills. This is ready for shipment, but delayed owing to transportation troubles.

Business throughout the district continues active.

Perfection Door Springs Have New Prices

Toronto

PERFECTION DOOR SPRINGS — New and higher prices have been announced on door springs. This is said to be in harmony with other advances in commodities whose basic metal is iron or steel. The new prices are as follows:

No. 51, $1.10 per doz. net; No. 52, $1.20 per doz. net; No. 53, $1.35 per doz. net; No. 54, $1.45 per doz. net; No. 55, $1.75 per doz. net; No. 56, $2.15 per doz. net. Torry door springs No. 2, $4.44 per doz. net, while the Victor No. 170 is $2.40 per doz. net, and the 171 is $3.00 per doz. net.

Wooden Tubs Are Again Moved Higher

Toronto

WOODEN TUBS—An advance has been reported on wooden tubs. This is said to be in harmony with recent advances and kindred lines. The new price on No. 0 is $24.00 per doz.; No. 1, $21.00 per doz.; No. 2, $19.00 and No. 3, $16.00.

Another Advance Made In Wooden Pails

Toronto.

WOOD PAILS have been advanced and new prices are now in effect. This is said to be due to the situation which

has developed in the wood for making nearly all kindred commodities.

The two-hoop wooden pails are now quoted at $4.60 per doz. The three-hoop, $4.85 per doz. The stable, $7.65 per doz.

Corn Planters Have Been Revised Upwards

Toronto

CORN PLANTERS—New and higher prices have been announced on corn planters. King of the field are now quoted at $13.20 per doz., while the Triumph is quoted at $12.00 per doz.

Wire Solder Again Revised Upwards

Toronto

LEAD AND ZINC PRODUCTS — Further advances have taken place in solder, this is said to be due to the recent higher prices attained in the basic metals. Guaranteed solder is quoted at 43¾c per lb.; wiping solder at 37¼c per lb. and wire solder at 45¾c per lb.

Jobbers state that the demand for all products is fairly heavy for this season of the year, although they claim the shortage of cars, slow movement of freight and other factors are to some extent the cause of slacker business than would otherwise be under more favorable circumstances.

The following are the present new quotations:

Lead pipe, list, per lb.		0 16
Lead waste pipe, list, per lb.		0 17
Do., over 8 inches, list, per lb.		0 18
Above subject to discount of 10%.		
Lead traps and bends		add 10%
Lead wool, lb.		0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.		0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.		0 45¾
Solder, strictly, lb.		0 40½
Solder, commercial, lb.		0 38
Zinc sheets,, per lb.		0 19
Solder, guaranteed, lb.		0 43¾
Solder, wiping, lb.		0 37¼

Boiler Tubes Firm Continue To Hold

Toronto

BOILER TUBES continue to hold at a very firm price, and although the advance which has been predicted from time to time has not as yet occurred. Every indication points to it only being a short time till this will really be the case.

Boiler tubes are moving very freely, and the small stocks on hand are said to be the cause of keeping the turnover lower than necessary, as some jobbers state that if they could get the material to stock, their turnover would be materially larger.

The shortage of raw material and skelp continues to be a main factor for these conditions. The exchange situation also continues to be a big factor for higher prices in nearly all commodities and in some cases has been the direct cause for advances.

The present prices are quoted at the following:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Scraps And Waste Materials More Brisk

Toronto

SCRAP AND WASTE MATERIALS—The price on these commodities remain unchanged, although quotations at present are very firm. The present movement is reported to be rather brisk, and big business is looked forward to with very much confidence by the majority of dealers.

The price tendencies are of a much firmer nature and new and higher prices in the near future would not be surprising.

The following are the present quotations:

DEALERS' BUYING PRICES

Pipe scrap		11 00
No. 2 busheling		13 00
Stove plate, per ton		18 50

HEMP MARKETS STRONGER MAY AFFECT ROPE

Prices are very much firmer on all grades of hemp, and some of the manufacturers here feel that there is probability of advances for rope being made effective at any time. "Higher prices are certainly justified," was the comment of one maker, "and tendencies are higher all the time on all lines of hemp."

Just at present there is a fairly good demand for cordage and the demands for spring will probably continue to be active for some time.

Yellow brass		0 10
Red brass		0 15¾
Light brass		0 08
Scrap zinc		0 06½
Heavy copper		0 17
No. 1 machinery cast		24 00
Heavy melting steel		15 00
Wrought iron, No. 1, per gr. ton		15 00
Heavy lead pipe		0 06
Old rubbers, boots and shoes		0 06
Overseas, lumbermen's rubber boots		0 04
Bicycle tires		0 01½
Automobile tires		0 08
Tea lead		0 04
Heavy lead pipe		0 05¾

Corrugated Sheets Remain Unchanged

Toronto

CORRUGATED SHEETS — Little change has been noticed in this commodity and conditions seem to remain about the same. Jobbers report a continued shortage of flat sheets and while some mills are said to have some material to ship they state they cannot get cars to move the stock.

The exchange situation continues to cause considerable inconvenience and is a big factor for keeping different commodities at a high price.

Jobbers are wondering just what the situation will be in the near future when the spring business opens up at full strength, as they have been unable so far to stock up their warehouses to any great extent, and when the demand does come, it is believed, that considerable delay will be experienced in many cases. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Add 5% to above list.

Penberthy Valves Register Advance

Toronto.

BRASS VALVES—New and higher prices have been announced on brass valves of the Penberthy make. The Compodisk valves are now quoted at net list, Gate valves at a discount of 5 and 2½% off the list, regrinding valves list price 5%, Swing check valves list plus 7½%.

Prices Of Rope Holding Unchanged

Toronto

ROPE—The situation continues to show little change as far as prices are concerned. Although the prices on raw material have considerably advanced, manufacturers up to the present have not taken advance of the higher cost.

However, many are watching the situation very carefully as many are looking forward to developments in the very near future. The present prices are per the HARDWARE AND METAL current market quotation pages.

Stanley Planes, Rules And Levels Advance

Toronto.

PLANES, RULES AND LEVELS of the Stanley make have been advanced. The planes No. 3 are now quoted at $4.45 each; No. 4, $4.85 each; No. 4C, $5.20; No. 4½, $5.60; No. 4½C, ..6.00; No. 5, $5.40; No. 5C, $6.00; No. 5½, $6.25; No. 6, $7.15; No. 6C, $7.65; No. 7, $8.20; No. 8, $9.75; No. 8C, $10.45. Rules, No. 53, $4.86 per doz.; No. 53½, $8.60 a doz.; No. 56, $3.16 doz.; No. 61, $2.80 a doz.; No. 66½, $6.45 per doz.; No. 63 ¾, $16.20 a doz.

Levels, No. 25, by 26 in., $4.25 each; No. 25, by 28 in., $4.50 each; No. 30, by 26 in., $3.35 each; No. 30, by 28 in., $3.50 each.

Advance Is Shown In Grindstone Prices

Toronto

GRINDSTONES of the Richard Wilcox make have been revised upwards. The Cycle, No. 300 is now quoted at $18.65.

Higher Quotations On Canvas Gloves

Toronto

CANVAS GLOVES—New and higher prices have been announced on canv gloves. This may be a reflection of the higher prices charged for raw material. The present quotations are $1.75 per doz. pair and $3.00 per doz. pair.

Brass Metal Polish Registers An Advance

Toronto.

BRASS METAL POLISH has been advanced, the new quotation being No. 3, $16.20 gross.

New Prices Named On Hose Clamps

Toronto

HOSE CLAMPS—The new prices on hose clamps are as follows: ½-inch galvanized, $4.75 gross; ⅝, $5.40 a gross; ¾, $5.40 a gross; 1 inch, $9.50 a gross; 1¼, $1.50 a gross, 1½, $1.80 a gross.

Higher Quotations On Friction Tape

Toronto

FRICTION TAPE—New and higher prices have been announced on friction tape. The half-pound rolls up to 49 lbs. are quoted at 71c per lb.; 4-ounce rolls, 73c a lb.; 2-ounce rolls, 76c a lb.; 1-ounce rolls, 82c a lb. net.

LONDON MARKETS

LONDON, Ont., Feb. 26—Scarcity of goods with advancing prices continues to be the feature of the market conditions here. Among the advances noted this week are: Marshalltown plastering trowels, Black Diamond files, many of the lines manufactured by the Stanley Co., flashlight bulbs, iron washers, pipe fittings, B. & A. emery cloth.

Business continues very active. In the building trade there is every indication of an early start in the spring with a record demand for supplies of all kinds.

Collections are reported excellent.

Rope Is Holding At Unchanged Prices

London, Ont.

ROPE—Notwithstanding the fact that raw material has been advanced on several occasions in the United States, rope continues to hold at a very firm unchanged price. Booked orders are being shipped through and a good volume of business is anticipated for the coming year. The present quotations are as follows:

Pure Manila, 31c per lb. base. Beaver Manila, 26c per lb. base. New Zealand Hemp, 26c per lb. base; sisal, 22½c per lb. base.

Higher Prices For B. & A. Emery Cloth

London, Ont.

B. & A. EMERY CLOTH. — Higher prices have been announced on emery cloth of this make, the new price being quoted at an additional 52% to the list for ream lots. The net price per quire is as follows:—

Per Quire—Nos. 000 to 0, $2.45; ½, $2.55; 1, $2.65; 1½, $2.85; 2, $3.00; 2½, $3.20; 3, $3.45.

Washing Machines And Wringers Are Active

London, Ont.

WASHING MACHINES AND WRINGERS are showing excellent demand. Although rather early this is said to be very seasonable, and indications point to one of the best seasons for some time. The present quotation is 30% discount off the list.

Advance Is Made In Pipe Fittings

London, Ont.

PIPE FITTINGS.—Higher prices have been announced for pipe fittings. This is said to be due to the scarcity of raw material, labor and other factors. The present quotation on some of the better known sizes and styles are as follows:—Class C, black, 18c a lb., galvanized, 27c a lb.; Class D, black, 27c per lb. and off the list; plugs, 17½% off the list; bushings, 20% off the list.

—Morris for George Matthew Adams Service

Uncle Sam: "See who's coming to keep house for us."

Higher Quotations On Iron Washers

London, Ont.

IRON WASHERS—A new price has been put into effect on iron washers. This is said to be due to the scarcity of raw material and labor, also other factors. The new discount is 40% off the list, with the usual extra for small lots.

Flashlight Bulbs Revised Upwards

London, Ont.

FLASHLIGHT BULBS.—Daylo flashlight bulbs have advanced in price. The new quotation of the new list which is 27c each, less discount of 35% in full boxes or 25% in small lots.

Seasonable Demand For Sap Spiles

London, Ont.

SAP SPILES—A very seasonable demand is noted for sap spiles and indications point to one of the best seasons for some time. The Eureka is quoted at $15.00 per thousand, or in small lots, $1.60 per hundred. The S.M.P. tinned are $2.75 per hundred.

New Discount On Black Diamond Files

London, Ont.

FILES—Black Diamond show an advance of approximately 2½%. This is said to be due to the scarcity of iron or steel and many other factors. The new discount is quoted at 30% off the list.

Demand Is Brisk For Sap Buckets

London, Ont.

SAP BUCKETS—The season for sap buckets has opened up and a very large demand has been noted. The ten quart R. C. is quoted at $2.50 per hundred, while the two gal. R. C. straight is quoted at $22.50 per hundred.

Carpenters' Tools Up 5 to 25 Per Cent.

London, Ont.

CARPENTER TOOLS of the Stanley Rule and Level Company have been advanced approximately from 5 to 25%. Some of the new net prices on a few of the best sellers are as follows:

Sliding T-Bevels—18x6-in., $10.85 per doz.; 18x8-in., $13.85 per doz.; 18x10-in., $15.05 per doz.; 25x6-in., $7.05 per doz.; 25x8-in., $7.90 per doz.; 25x10-in., $8.20 per doz.; 25x12-in., $9.20 per doz.

Bit Braces—915x8-in., $3.25 each; 915x10-in., $3.30 each; 915x12-in., $3.40 each; 915x14-in., $3.50 each.

Bit Braces—921x10-in., $4.65 each; 921x12-in., $4.75 each; 946x10-in., $1.80 each; 945x10-in., $2.80 each; 965x10-in., $2.00 each; 966x10-in., $1.00 each.

Levels (assorted lengths)—No. 00, $14.95 per doz.; 0, $16.65 per doz.; 3, $29.20 per doz.; 5, $38.35 per doz.; 104, $11.20 per doz.; 30, $40.20 per doz.

Planes—No. 3, $4.45 each; 4, $4.85 each; 4½, $5.60 each; 5, $5.60 each; 6, $7.15 each; 7, $8.20 each; 8, $9.75 each; 26, $3.30 each; 27, $3.60 each; 28, $4.20 each; 35, $3.75 each; 36, $4.20 each.

Block Planes—No. 100, 62c each; 101, 49c each; 102, 92c each; 103, $1.30 each; 110, $1.30 each;

120, $1.85 each; 130, $1.90 each; 220, $1.90 each.

Rules—No. 68, $2.43 per doz.; 61, $2.80 doz.; 84, $6.75 doz.; 62, $8.55 doz; 70, $4.30 doz.; 66½, $6.45 doz.; 66¾; $16.20 doz.

Screw Drivers—No. 20x3-in., $3.50 doz.; 20x4-in., $4.25 doz.; 20x5-in., $5.00 doz.; 20x6-in., $6.00 doz.; 20x8-in., $7.40 doz.; 20x10-in., $9.25 doz. No. 70x3-in., $2.85 doz.; 70x4-in., $3.00 doz.; 70x5-in., $3.45 doz.; 70x6-in., $3.75 doz.; 70x8-in., $4.85 doz.; 70x10-in., $5.90 doz. No. 80x3-in., $2.20 doz.; 80x4-in., $2.60 doz.; 80x5-in., $2.70 doz.; 80x6-in., $2.90 doz.; 80x8-in., $3.95 doz.; 80x10-in., $4.80 doz.

Try Squares—No. 20x4½-in., $6.15 doz.; 20x6-in., $8.25 doz.; 20x7½-in., $8.95 doz.; 20x8-in., $9.25 doz.; 20x9-in., $11.50 doz.; 20x10-in., $12.40 doz.

Vises—No. 741, $1.65 each; 742, $2.05 each; 743, $2.45 each; 744, $2.90 each; 745, $3.40 each; 746, $5.30 each; 761, $2.10 each; 763, $3.00 each; 772, $2.50 each.

Plastering Trowels Have Been Advanced

London, Ont.

PLASTERING TROWELS of the Marshaltown make have been advanced, the new quotations being No. 3, $30.00 per doz.; No. 4, $30.00 per doz. and No. 5, $30.00 per doz.

Window Glass Continues Scarce

London, Ont.

GLASS—Window glass still continues to be scarce and the demand is said to be much greater than the supply. It is predicted that some difficulty will be experienced in procuring sufficient glass for the anticipated large demand for the coming season. The following are the present quotations: Single diamond, discount 20%; double diamond, discount 20%; lights, discount 40% off list.

White Lead In Oil Remains Unchanged

London, Ont.

WHITE LEAD IN OIL continues to sell at a very firm price, although the present price remains unchanged. The demand for white lead in oil is very heavy and large quantities of booked orders are moving. The present quotations are as follows: Pure, $18.45 per hundred pounds in ton lots, $18.80 per hundred lbs. in less than ton lots; Elephant, $18.95 per hundred lbs. in ton lots, and $19.30 per hundred lbs. in less than ton lots.

Demand For Nails Continues Brisk

London, Ont.

NAILS—The nail situation has shown many developments of late. Nails are said to be very scarce. This may be due to the quantities that are being exported, although the biggest factor seems to be the scarcity of raw material and labor. The present base is quoted as follows: Wire f.o.b. London, $5.45 per keg base; cut $6.75 per keg base, f.o.b. London.

Turpentine Market Is Very Unsettled

London, Ont.

TURPENTINE—The turpentine situation continues very unsettled, although present prices shows no change. It is believed of many that turpentine will show little decline before the receipts of the next crop, which depends on weather conditions as to how early this will come to hand. The following are the present quotations:

Per. Imp. gal.—1-bbl .lots, $3.25; 2 to 4 bbls., $3.24; 5-gal., $3.40.

Prices Are Firm For Linseed Oil

London, Ont.

LINSEED OIL—Notwithstanding that spring is at hand, linseed oil continues to sell at a very high price. It is a belief of many that unless the Argentine crop comes in in good quantities that high prices may be maintained throughout the season. The present shortage of cars and freight movements of flax seed may also be factor for firm prices. The following are the present quotations:

	Raw	Boiled
1 to 2 bbls., gal	$2.70	$2.73
3 to 5 bbls	$2.69	$2.72
6 to 9 bbls	$2.67	$2.70

Less bbls., add 15c gal.

WINNIPEG MARKETS

WINNIPEG, Feb. 26—Sharp advances in hardware prices have again taken place and many important lines appear for further revision of prices. Chief among these are: Steel, corrugated iron, wooden wash tubs, lead pipe, ice cream freezers, screwdrivers, cow bells, wood liquid measures and funnels, galvanized conductor pipe, elbows and shoes, eavestrough, gutter pipe, coal oil and gasoline. In many cases the above advances are due, it is believed, to the present high rate of exchange that exists and which remains practically unchanged. Many lines continue to be influenced by the existing shortage of raw material and the manufactured product.

Business continues good throughout the West and general satisfaction is being expressed upon reviewing present indications that point to an indefinite continuance of this condition. The chief anxiety at present felt is the question regarding the ability to procure sufficient quantities of goods to satisfactorily meet the demand.

Sleigh Shoe and Tire Steel Advance 6%

Winnipeg.

SLEIGH SHOE AND TIRE STEEL.—Following previous week's changes on steel, this week's markets again include this line on the list for further advance, to the extent of 6 per cent. on previous prices. All that can be said is the conditions that have forced this market up to such high levels continue to exist and the situation as a whole remains unchanged. The lines affected with the latest prices are as follows:

Sleigh Shoe Steel, $575 base per 100 lbs. Tire Steel, $6.00 base per 100 lbs.

The calk steel—¼ in. x 5-16 in., $6.00 base; ¼ in. x ⅜ in., $6.00 base; larger sizes, $5.75 base per 100 lbs.

Wooden Wash Tubs Increase 20%

Winnipeg.

WOODEN WASH TUBS, after a period of indecision and unrest, show heavy and decided advance on previous prices to the extent of 20 per cent. This new increase has been anticipated for some time owing to prices at one time being withdrawn; this, as might be expected, was for further revision, to counterbalance present adverse conditions of this market, which, at the present time, are of a serious character; the raw material becoming more scarce as time advances. Pails at present show no further change, but it is believed new prices may be expected at any moment. To-day's prices are:

Wooden Wash Tubs—No. 3, $16.80; No. 2, $19; No. 1, $22.20; No. 0, $25.55 per dozen.

Corrugated Iron Has Advanced 70c Per Square

Winnipeg.

CORRUGATED IRON. — Further revision of prices bring corrugated iron to the fore with a showing of a 70 cents advance per 100 sq. feet. This product has been difficult to procure in satisfactory quantities for some time, owing to a general scarcity that has existed.

This condition is now hampered by unsatisfactory freight conditions at present existing, there being, it is claimed, an unusual shortage of cars. This, coupled with the present exchange rate, does not tend to relieve an already burdened and unsettled market. Present prices ruling are:

Corrugated Iron—Galvanized, 28 g., $8.78; 26 g., $9.45. Painted, 28 g., $6.98; 26 g., $8.10 per 100 sq. feet.

Lead Pipe Appears Again For an Increase of 8%

Winnipeg.

LEAD PIPE shows a new advance of 8 per cent. on old lists. The new increase is considered of a somewhat high character owing to recent activities occurring in this line. The cause for this latest advance, it is believed, is the shortage of raw material, coupled with the past general activities of the basic metals, which

are now influencing, both directly and indirectly, all products pertaining to them. The new prices appear firm, although how long they will hold is hard to surmise. The new lists are:

Lead Pipe—$15.21. Lead Waste Pipe —$16.11 per 100 lbs.

Ice Cream Freezers Turn Upward 13%

Winnipeg.

CREAM FREEZERS.—A general advance occurs this week on ice cream Freezers. This line has shown great stability for some time, with little change occurring. It is believed, however, that the present metal and wood markets are purely responsible for the new rise, this line being wholly dependent on these two commodities for its manufacture. This fact alone leaves no room to doubt that sooner or later the condition of these markets would bring pressure to bear on this line as on other by-products. The new prices appear firm and further change is not at present expected, it is stated; although any further activities in the wood and metal markets, it will be seen, will quickly influence goods of this class. To-day's prices are:

Ice Cream Freezers—

Blizzard, 2-qt., $4.25; 3-qt., $5.10; 4 qt., $6.20; 6-qt., $7.95 each.

Gem, 4-qt., $6.75; 6-qt., $8.60; 8-qt., $11.00; 10-qt., $14.60; 12-qt., $16.25 each.

Crown, 10-qt., $26.50; 14-qt., $30.00; 18-qt., $39.00; 24-qt., $47.00; 32-qt., $56.00.

Screwdrivers Are Up; Advance 5½%

Winnipeg.

SCREW DRIVERS.—Two well-known lines of screwdrivers appear in the week's changes, with a moderate showing of 5½ per cent. increase over previous prices. This class of goods has shown marked advance in the past, and unless better conditions prevail in the iron and steel markets, it is expected that further increases may be expected that will affect tools on a general scale.

To-day's changes, it is believed, can be attributed to these markets, as it is becoming more noticeable that many products are gradually being influenced by the metal markets. To-day's prices are as follows:

Screwdrivers—Hurwood, 3 inch, $3.75; 4 inch, $4.50; 5 inch, $5.35; 6 inch, $6.40; 7 inch, $7; 8 inch, $7.95; 10 inch, $9.90; 12 inch, $11.75 per dozen. Pony Hurwood, 3 inch, $3.75; 4 inch, $4.45; 5 inch, $5.35; 6 inch, $6.40; 8 inch,8 $7.95 per dozen.

Cow Bells Are Being Revised to Extent of 10%

Winnipeg.

COW BELLS show further activity on a new 10 per cent. increase. Although this line, on the whole, has been of a staple and reliable nature, it has on different occasions shown changes of an advanced character that have in the course of the year brought this line up to a much higher level than is generally expected of this class of goods.

The new increase, it is believed, however, can also be attributed to the present shortage of metal, this market again being the direct cause for the new prices.

The latest prices are:

Cow Bells—Holstein, No. 0, $14.40; No. 1, $12; No. 2, $10.60; No. 3, $7.20; No. 4, $6; No. 5, $4.80; No. 6, $3.60 per dozen.

Wooden Liquid Measures And Funnels Up $1.50

Winnipeg.

WOODEN LIQUID MEASURES AND FUNNELS.—Following the changes in wash tubs, wooden liquid measures and funnels also show substantial advance on previous prices. As mentioned regarding the cause of advance on tubs, measures also are controlled and influenced by the existing market, and as the present lumber shortage is only too apparent it is obvious as to the cause of this new change, and it could be safely stated that unless present conditions do not quickly improve, further advances on a more general scale can be looked for.

The latest prices are as follows:

Wood Liquid Measures—1 pt., $8; 1 qt., $9.25; ½ gal., $11.50 per doz. Funnels—$3 per dozen.

Conductor Pipe, Elbows, Eavestrough Up 10%

Winnipeg.

CONDUCTOR PIPE, ELBOWS, EAVESTROUGH.—Little surprise is expressed following the new advances on these lines as the markets pertaining to this class of goods have been of too unsteady a nature for some time to permit much confidence and reliance being placed upon them. Although further changes are not necessarily looked for, it will be seen that future changes of the metal markets will also affect these lines. To-day's prices are:

Conductor Pipe—Galvanized, No. 2, $8; No. 3, $9.65; No. 4, $12.75; No. 5, $17.30, 100 ft.

Conductor Elbows—No. 2, $1.70; No. 3, $1.95; No. 4, $3.15; No. 5, $7.85 per dozen.

Conductor Shoes—No. 2, $2.20; No. 3, $2.65; No. 4, $4; No. 5, $8.95 per dozen.

Eavestrough — Square Bead, No. 8, $6.85; No. 10, $7.60; No. 12, $9.30; No. 15, $12.85, 100 ft.

Half Round Gutter—No. 8, $7.15; No. 10, $8; No. 12, $9.30; No. 15, $12.85.

Coal Oil, Gasoline Show 5c *Raise*

Winnipeg.

GASOLINE AND COAL OIL.—Prices are marked up, showing an advance on coal oil and gasoline to the extent of an approximate 5 cents per gallon. The new prices are of a firm character and no new changes are looked for at present.

Coal Oil—Silver Star, bbl. lots, 26½ cents. Royalite, bbl. lots, 27½ cents; cases of 2-4 gals, $3.76. Palacine, bbl. lots, 30 cents: cases of 2-4 gals, $4.

Gasoline—Premier, bbl. lots, 39 cents; case of 2-5 gals., $5.90. Queen, bbl. lots, 47 cents; case of 2-4 gals., $5.36.

Building Paper and Sheathing to be Higher

Winnipeg.

BUILDING PAPER AND SHEATHING.—HARDWARE AND METAL is advised that an advance of approximately 10 per cent. will take effect in this commodity on March 1st. This is said to be due to the high cost of raw material, labor and other factors.

PITTSBURGH MARKETS

PITTSBURGH, Feb. 26—There is nothing like unanimity in appraisals of the car supply situation made by different shipping interests, and after a little investigation the close observer is disposed to conclude that the personal element enters, appraisals being subject to a personal equation. There is no definite evidence that the situation as to there being a free movement of finished products from steel mills, bringing the necessary relief, yet there is no assurance that the situation has grown any worse. It is believed that there is more steel at mills awaiting shipment than there was a week ago, or even two weeks ago, but at any rate the accumulation has not been more rapid this week than formerly, and the mills can still store away some of the finished product before reaching the limit of their storage facilities. In some cases there are reports that there is no more accumulation than existed six weeks ago. An illustration is given in one large producer of finished steed having had an operation better than 90 per cent. since the first of the year, and having no more material on hand now than on January 1.

Instead of a letting up in the demand for plates it has increased in the past two weeks, if prices that can be obtained are any criterion. One fairly large producer who has always been a conservative seller was quoting as high prices as seemed possibly obtainable, 3.50c and higher on fair-sized lots, but soon became so well sold up that it was decided to sell no more at any price, and he is now out of the market for an indefinite period. One particular cause of high prices for plates that seemed important two or three months ago, restricted production, can no longer be regarded as an important factor, as the plate mills, generally speaking, are doing quite well in point of tonnage. One or two independent interests, strongly disposed to stabilize the plate market, are quoting plates to regular customers in a limited way of 3c, but this figure is to be regarded simply as a settling price for

regular customers, as such mills do not sell in the open market at all. The general plate market is quoted at 3.50c to 4c.

In line with other products, the sheet trade reports transportation conditions as execrable, which has resulted in an increased shortage of sheet bars as well as of loading facilities for the finished product. Sheet consumers are working very hard to secure larger deliveries, which are very large as it is, but it seems as if the consumers want to operate at greater rate than at any time in the history of the trade. The American Sheet and Tin Plate Company was very short of steel this week, and operated their mills at an average of only about 70 per cent. of capacity. Part of the week they were operating at only 60 per cent. There is no general market, as far as prices are concerned, but an upward tendency is seen in various descriptions of material and the various deliveries. There was a rumor this week that a sheet consumer had bid $80 for sheet bars for conversion, which shows that anxiety exists to secure sheets at not less than 2c premium, which it would be if the $80 price was negotiated.

The tin plate mills have not complained so much of car shortage as some other parts of the iron and steel trade, but it is known that considerable material has been piled up in warehouses, and if the car supply is not better next week there will be a curtailment of production. While not many of the makers seem to be suffering for lack of steel, none of them are getting as much raw material as they would desire, in view of the backlog of old business. There are heavy demands for tin plate, and sales at $20 to $30 a ton above the recognized base readily might be made to domestic consumers if makers were disposed to forget present obligations. While it is probable that some of the smaller makers are doing business at premiums, the most important producers are adhering to the old base of $7.00, Pittsburgh, and paying more attention to business already behind in fulfilment by reason of mill interruptions in the last three months of the old year. As regards export business, prices run from $8.50 to $9.50, Pittsburgh.

Shipments of sheets and supply of steel are being kept down by lack of cars, and very few of the tin plate producers are able to get to the point warranted by the volume of orders booked and the fact that there is no letup in demand.

There has been a heavy demand for spikes, but the makers are so well filled up with orders that they are turning down all inquiries for new business. The big railroad systems have given orders recently to the makers, especially for standard spikes, that will keep the mills going for several months to come, and makers will not sell further ahead on account of the uncertainty of supplies and prices of steel bars. Two of the largest makers here are out of the market, and refuse to quote prices. Standard spikes run from 3.75c to 3.85c, base, for carload lots, while small spikes are quotable from 4.25c to 4.50c, base, in lots of carload or more. It is not believed that less than 4c would be considered on large railroad spikes from irregular buyers, while small spikes are not available for buyers seeking supplies outside their regular sources much below 5c.

Bessemer and basic pig iron has not changed this week, both grades being quiet. The market stands as follows: Bessemer, $42; basic, $43; foundry, $42.00. This is unusual for basic to be above Bessemer, and was brought about a few days ago by basic demand having taken a spurt. A few pig iron producers are talking of $50 iron in the near future, and some profess to believe that it will reach $60.

There is little change in the coke market, which is well defined at the Government limits, $6.00 for furnace and $7.00 for foundry.

Demand is Heavier For Sap Supplies

Montreal. — HARDWARE AND METAL is informed that the demand this year for sap buckets, spouts, and other sap making material are much heavier than they have been for the past three or four years. It is evident that the farmers are intending to make use of their time this winter in reducing the sap which they take from their trees, and doubtless the high prices obtaining for maple sugar are suggesting to the farmer the advantage that will accrue from tapping his trees. This is making a heavy tax on manufacturers of sa buckets and other evaporating apparatus, particularly in view of the shortage of heavy tin plate and tinned iron.

British Inquiries For Corroded Lead

Montreal. — HARDWARE AND METAL is informed that further inquiries are being made on the part of British interests for corroded white lead in oil. Several thousands of tons are understood to have been asked for recently and this resumes the possibility of large exports which have been temporarily interrupted owing to the fall in sterling exchange.

With pig lead quoted much higher there is no possibility of white lead in oil to be cheaper and a leading manufacturer stated to HARDWARE AND METAL that higher prices may soon be necessary for dry white lead and which would, of course, precede an advance for the product ground in oil. The present market is decidedly strong.

Tool Steel Demand Active At Sheffield

Sheffield, England.—The pressure for manufactured mild steel has not been checked by the rise in prices. Sellers have overcrowded order-books, and the mills are in a state of congestion with piles of arrears to work off. Production is being constantly interfered with for want of fuel, and it would seem that the coalowners are, to some extent, starving the home works in order to profit by the inflated export prices of coal. British consumers are getting no advantage from the increased output of the mines. The crucible furnaces are now fully employed, and several firms are contracting for the erection of new ones. The recent revival of the tool-steel industry is artificial to some extent. The favorable exchange rates have induced American merchants to buy Sheffield steel to put into stock, and have also encouraged an increased use of the exported material in American works. Considerable quantities of tool steel have also been bought by France, Italy, Belgium, Spain, the British Colonies, and India. The shortening of the working day to eight hours is proving disastrous to the crucible-steel department, as the arrangement cuts off one-third of the output, and the men show no willingness to put in overtime, even in cases of urgency. Several of the local electric steel furnaces which have stood idle for a long time have lately been restarted.

Canadian Trade Continues to Show a Steady and Very Satisfactory Growth

OTTAWA.—Canada's trade last month, according to official returns just published, reached a total of $225,096,920, or $26,000,000 in excess of the trade of January, 1919. Imports for the month were heavy, compared with those of the same period of last year.

In January, 1920, imports for consumption were valued at $103,579,349; those in January, 1919, amounted to $78,761,397.

Exports of domestic merchandise in January, 1920, were valued at $117,948,679; those of January, 1919, at $116,358,387, an increase of $1,590,292.

The balance of exports of domestic merchandise over imports for the month was $14,369,325, as compared with a favorable balance of $42,500,000 in January, 1919.

For the ten months ended January 31 the trade of the Dominion totalled $1,932,694,310, as compared with $1,875,112,978 for the same period ended January 31, 1919. Exports of domestic merchandise in the ten months just closed were valued at $1,059,794,049, as compared with $1,063,633,743 in the previous corresponding period.

T. J. Dillon Heads Canada Forgings

Brockville, Ont.—At the annual meeting of the Canada Foundries and Forgings Co., directors were elected as follows: T. J. Dillon, Welland; J. H. A. Briggs, Brockville; J. T. Dillon, Buffalo; J. A. Mackay, Charles W. Maclean W. M. Weir, Colin O. Cameron, Stephen J. L. E. Huray, Montreal; Lieut.-Col. Monsarrat, Ottawa; Lawrence Chamberlain, New York: Henry Bertram, Dundas. At a meeting of the directors the following were elected: President and general manager, T. J. Dillon; vice-president, Hon. George P. Graham; secretary-treasurer, J. H. A. Briggs; assistant secretary-treasurer, F. C. Hesch; executive, the president, vice-president, W. M. Weir, J. T. Dillon.

Plan to Manufacture Electrical Products

Montreal.—The announcement is made here that the National Electro-Products, Ltd., with a capital of $5,000,000 financed by Montreal and Toronto interests, will establish a chain of plants across Canada, as the result of the successful invention by a Canadian chemical engineer, A. J. MacDougall, for the manufacture of oxygen of 100 per cent. purity, a degree which has never yet been approached either on this continent or in Europe.

The oxygen process is one that is largely used in the manufacture of steel, and the plants to be erected will be built at Halifax, Sydney, Sault Ste. Marie, Winnipeg, and the West, where some plants are already in operation. The Toronto directors of the concern include W. J. Cluff, president; W. W. Nearn, R. J. Cluff, and A. J. MacDougall.

The company is also contemplating establishing plants in the United States.

Important Merger Planned In England

London, Eng., Feb. 26. — Although combines and trusts are receiving increasing criticism, notably the Coats Sewing Cotton combine, which the profiteering committee described as a practical monopoly, the craze for industrial mergers continues.

It is reported that the fusion is contemplated of Dorman, Long with the South Durham Steel Company and Redpath, Brown and other important steel and iron manufacturers.

Meanwhile Sir Mackay Edgar, of Sperling & Co., bankers, has offered £3 each for control of Baldwins' shares, whereof 3,542 have been issued. Baldwins' own iron, steel and coal properties and also control the Port Talbot Steel Works. Baldwins' chief product is steel plates. Their works are usefully near the Chepstow National Shipyard, which was recently acquired by Sperling & Co. and others. Sperling's recently tried to obtain control of Swan, Hunter & Wigham Richardson, but the board refused the offer.

Picture Frame Moulding

Lang, Morden & Weber, Laird, Sask. —Kindly inform us where we can obtain picture frame moulding?

This can be obtained from the following:—Cameron & Campbell, 578 Queen St. E., Toronto; The Phillips Mfg. Company, 326 Carlaw Ave., Toronto; Matthews Bros., 1906 Dundas St. W., Toronto.—Ed.

Picture Moulding

Western Hardware Company, Mossbank, Sask.—Would you kindly let us know where we could procure the names of manufacturers of picture moulding?

These include the following: — Cameron & Campbell, 578 Queen St. E., Toronto; The Phillips Mfg. Company, 326 Carlaw Ave., Toronto; Matthews Bros., 1906 Dundas St. W., Toronto.—Ed.

Post Office Boxes

R. Chestnut & Sons, Limited, Fredericton, N.B.—Would you kindly inform us where we can procure post office boxes?

We would refer you to the following: Canadian Yale & Towne Company, St. Catharines, Ont.; Thos. Davidson & Co., Limited, Montreal, Que.; Corbin Cabinet Lock Company, New Britain, Conn.; Eagle Lock Company, Ferryville, Conn. —Ed.

Vulcanized Sheet Rubber

The Saskatoon Hardware Co., Ltd., Saskatoon, Sask.—Will you please advise us where we can procure vulcanized sheet rubber?

This may be procured from the following firms:

Gutta Percha & Rubber Co., Limited, Toronto, Ont.; Dunlop Tire & Rubber Co., Limited, Toronto; Goodyear Tire & Rubber Co., Limited, Toronto; Vanderlinde Rubber Company, Toronto; Dominion Tire & Rubber Co., Toronto.—Ed.

Fancy Lunch and Clothes Baskets

A. F. Pickford & Company, Sault Ste. Marie, Ont.—Kindly advise us where we can procure the names of makers of fancy lunch and clothes baskets.

These may be procured from the following:

Benjamin Wheel Company, Yarker, Ont.; Meakins & Sons, Limited, 382 King St., Hamilton, Ont.; Wm. Cane & Sons, Limited, Newmarket, Ont.; Canada Wood Products Company, St. Thomas, Ont.; F. R. Murray Co., Limited, 365 Walter St., Vancouver, B.C.—Ed.

Typewriter

E. Desmarais, Esq., Stoney Point, Ont.—Will you please send me the address of the Underwood Typewriter Mfg. Company?

Their address is Hartford, Conn.—Ed.

Rock Wall Plaster

The Stewart Hardware Company, Pembroke, Ont.—Could you please give us the address of a firm by the name of Gypsum, who manufacture rock wall plaster?

There are several Canadian firms of this name. The Ontario Gypsum Company, Paris, Ont.; Dominion Gypsum Company, Limited, Winnipeg; Manitoba Gypsum Company, Ltd., Winnipeg, Man. —Ed.

Ideal Oak Heater Repairs

L. P. Foncar, Tottenham, Ont. — Please advise who makes Ideal Oak Heater. Also, who handle repairs.

The Record Foundry Co., Moncton, N.B., manufactures an oak heater by the name of Ideal. McIntyre and Taylor, 501 Queen W., Toronto, Ont., handle repairs for this heater.—Ed.

Who Makes Coopers' Tools in Canada?

Lendon and Cook, Leamington, Ont.— Please send us the names of Canadian manufacturers of coopers' tools.

To our knowledge there are no Canadian manufacturers of coopers' tools in Canada.—Ed.

Revolving Cabinets

R. C. Thrower, Esq., Fisk, Sask.— Please advise me of the names of firms that make revolving cabinet cases suitable for wood screws.

These may be procured from the following:—Cameron & Campbell, Toronto, Ont.; The Duluth Show Case Company, Duluth, Minn.; Jones Bros. & Co., Limited, Adelaide St. W., Toronto.—Ed.

Raymond Tinsmith Machine

Riddell Bros., Durban, Man.—Please inform us where we could procure repairs for Raymond Tinsmith Machines made by Peck, Smith Manufacturing Co

These have been made of late years by the Peck, Stow and Wilcox Co., of Southington, Conn., who have now discontinued making and cannot furnish repairs.—Ed.

Incorporations

Opeongo Mica Mines, Limited, capital $500,000, head office, Renfrew, Ont., plans to prospect for and manufacture mica.

Perkus & Company, Limited, capital $50,000, head office, Cochrane, Ont., plan to carry on a general departmental store business.

Tiger Tire & Rubber Company, Limited, head office, Toronto, capital $2,000,000, plans to manufacture and deal in rubber products.

E. C. Brisco, Limited, capital $40,000, head office, Chatham, Ont., plans to carry on a retail business in bicycles, automobile accessories, toys and sporting goods.

Finishing of Hardwood Floors

Being Able to Give Information and Advice on This Question Will Often Enable the Dealer to Establish a Permanent Connection Which Will Bring Sales of Paints and Varnishes—Some Pointers on the Work

HARDWARE merchants are very frequently asked a great variety of questions regarding the care and finishing of hardwood floors and as there is a great amount of good business to be had by the men who can answer these questions, it is important that they be posted. Women who find that they can get the information they want regarding floors and finishing will not forget to come again when they have a painting job in mind and once they get it fixed in their minds that your paint department is not only the place to buy paints and varnishes, but also get information and advice, you have established a relation that under ordinary conditions will make for permanent business.

ONLY NEEDS POLISHING

Very often waxed floors which have become rather dingy may be restored by simply polishing with a weighted floor brush. When this is done another coat of wax is unnecessary. Occasionally re-waxing is necessary for one reason or another, and when it is, advise the owner to make certain that the floor is free from dust, apply the additional coat and polish in the usual manner.

Very often parts which have become worn may be re-waxed without going over an entire floor. Any places so treated will not show patchy or look different from the remainder of the floor.

FOR OLD FLOORS

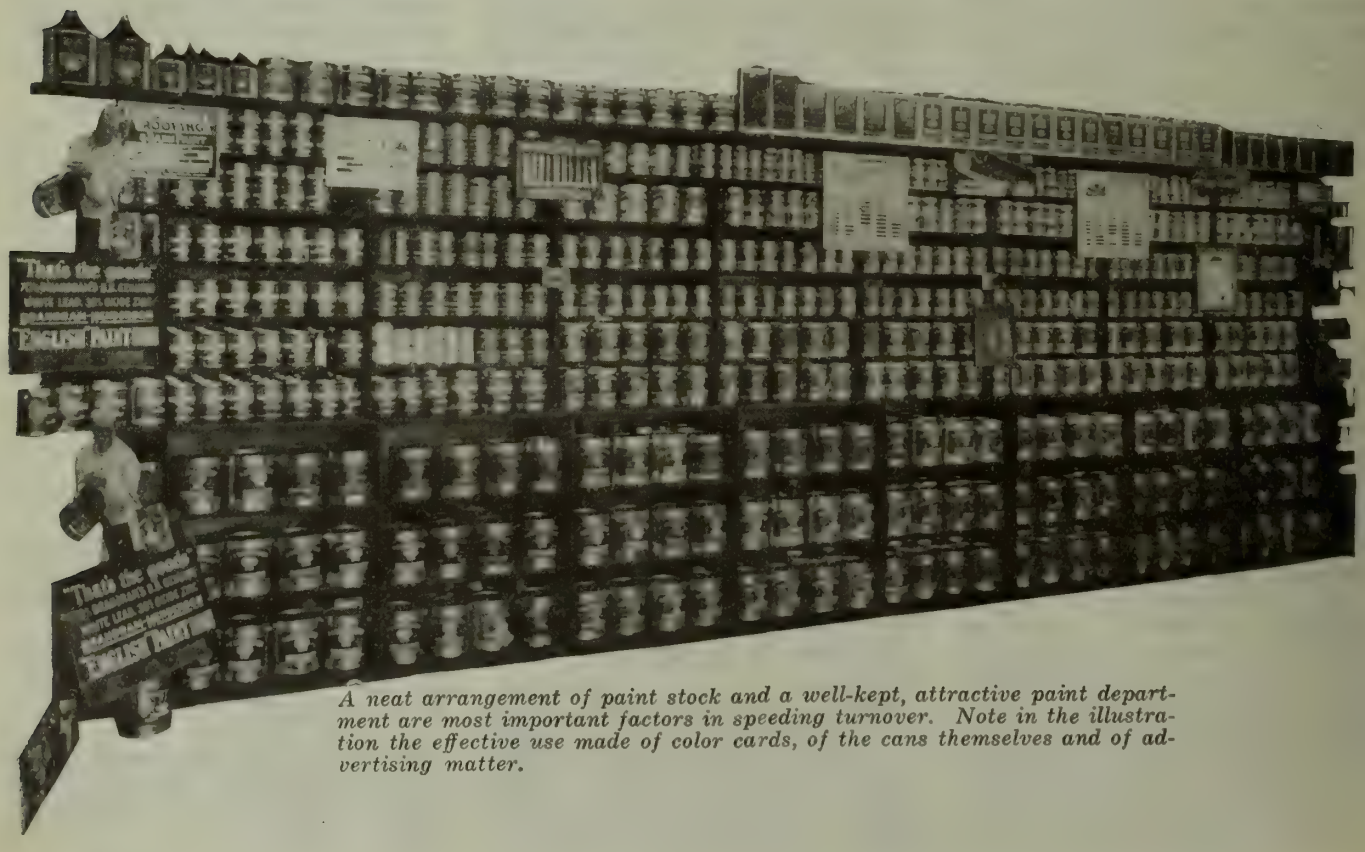
Very often inquiries will be received regarding the finishing of an old floor which has never been previously waxed. In cases of this kind emphasize the care that is necessary in preparation if the best results are to be obtained. The floor must be thoroughly scrubbed and when dry sandpapered smooth. Old floors will season and dry out often, leaving conspicuous cracks, which fill with dust and become somewhat unsanitary. All such cracks must be filled with crack filler. The crevices should be packed full and then levelled off smoothly with a putty knife. When dry they should be sandpapered.

FOR NEW FLOORS

Those who are building new houses or remodelling old ones frequently inquire about fixing up their floors. In the case of a new floor, once it is scraped and sandpapered smooth it is in condition to be finished.

The first operation is to prepare a foundation in

Continued on page 70



A neat arrangement of paint stock and a well-kept, attractive paint department are most important factors in speeding turnover. Note in the illustration the effective use made of color cards, of the cans themselves and of advertising matter.

MOORE'S

House Colors

"Save the surface and you save all" *Paint & Varnish*

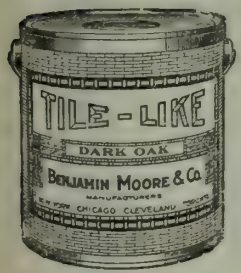
MOORE'S
GUARANTEED
PAINTS

"Absolutely satisfactory or money refunded"

An Agency for MOORE'S PAINTS, VARNISHES and MURESCO means:

BETTER PRICES
BIGGER PROFITS

Color Cards and details of our Splendid Agency proposition on request.



Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
TORONTO

Maritime Sales Manager:
R. C. Blakeney, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

FINISHING OF HARDWOOD FLOORS

(Continued from page 68)

the pores of the wood for the finish by filling with a high-grade paste wood filler.

Before using, paste filler must be reduced with turpentine, turpentine substitute or benzine. Eight pounds of filler to the gallon of reducer will answer for average woods. A brush coat of this filler is applied to the floor, and as soon as it sets or becomes flat, wipe off the surplus, rubbing across the grain, and leaving the surface clean. Too much surface must not be coated at one time otherwise the filler will become too hard for easy rubbing.

Some difference of opinion exists as to the necessity for filling close-grained flooring such as maple, beech, birch or pine, but using instead a coat of shellac before varnishing.

While this is practical yet the less shellac that is used on a floor the better. From the economy standpoint it costs less to fill than it does to shellac, and from the durability standpoint, a properly filled surface is always the best foundation for varnish coats. Therefore, paste fill all floors, no matter what the wood.

Are Most Attractive

Natural or unstained floors are the most popular and by far the most attractive. In working out a particular decorative scheme, or where floors are of poor quality, it is sometimes necessary and desirable to stain, in which event the stain is applied before the filler. Where only light shades are desired, such as light antique, dark antique, or golden oak, use a tinted wood filler, which stains and fills in one operation. For darker shades, use either a penetrating or an acid stain, according to the type of wood and shade desired. When a floor has been filled and allowed 24 hours to dry, it should be lightly sandpapered and dusted, when it is ready to receive the finish—either floor varnish or wax.

A Varnish Finish

Apply at least two coats of a high-grade floor varnish. Three very thin coats are better than two heavy ones. Lightly sandpaper between coats after allowing 48 hours for drying. Floor varnish will dry sufficiently over night to permit a judicious use of the floor the following morning, but two or three days are required for proper hardening.

Some people prefer a more subdued surface than that of the high-gloss varnish, in which event the final coat can be rubbed with pumice stone and oil.

If the materials have been selected wisely and well the results will not only be attractive, but durable.

Care of a Varnished Floor

This is the bugaboo of many a possessor—how to keep varnished floors looking spick and span. The answer is, protect them. A good floor varnish will stand hard wear, but not indefinitely. Again, it must be remembered that this wear is usually confined to certain places, such as the entrance to a room, or the main passageway through different rooms. The natural result is the surface wears away in a few months, affecting the appearance of the entire floor.

Keep Them Protected

Keep the main avenues of traffic protected with rugs and you will preserve the uniformity of the finish and avoid the necessity of frequent refinishing. A judicious use of rugs will not hide the beauty of floors, inasmuch as the entire surface need not be covered, only the parts that need protection.

Aside from surface protection, the only care a varnished floor requires is a "going-over" occasionally with a damp cloth or dustless mop, which removes the dust and dirt.

Once a month it is advisable to clean the floor with a good floor cleaner, renovator or brightener. This is in addition to the periodical dusting, and serves to brighten up the varnish and remove slight marks of wear. These floor preparations are very simple to use. A cloth moistened with the cleaner and rubbed over the surface, being sure that no surplus is left on the floor, completes the operation.

After a floor has been varnished at least two weeks, a washing with clear, cold water is beneficial, as it has a tendency to harden the varnish. Do not scrub varnished floors with soap and water. They will resent it in a short while and become dull and dingy.

A Waxed Finish

Over the filled surface, apply three coats of a reliable floor wax, allowing several hours between each coat. Remember this about prepared floor wax: It is a combination of hard, imported wax and soft wax Both are necessary, of course, but it is the hard wax that gives the durability and polish. Therefore, select your floor wax judiciously and make sure there is something on the label confirming the use of a good proportion of hard wax in the preparation.

Wax should be applied in even coats, and there is a little knack in doing it. Here is a suggestion that will help: Take a generous piece of clean cheesecloth, fold twice, then place in the centre a piece of wax the size of an egg; fold again and go over the floor. The wax will be forced through the meshes of the cloth on to the floor in just the right proportion to insure an even coating.

In 154 minutes the floor is ready to polish, although if time is not an object allow 30 minutes for drying. Use a soft cloth, rubbing the floor briskly, which will bring up the polish. On large surfaces a weighted floor brush is best.

Where a finish with somewhat more body is desired, a very thin coat of half orange and half white shellac may be applied over the filler before waxing.

A waxed floor has many staunch admirers because of its rich velvety lustre. Keep it rug-protected in the same manner as a varnished floor. It is well to have some means of fastening small rugs inasmuch as a waxed floor and a small rug are liable to work havoc with the feelings and anatomy of anyone who does not exercise proper caution in his movements. The use of a dustless mop once or twice a week is the only care necessary. Do not attempt to wash a waxed floor.

Under ordinary conditions it is not necessary to rewax a floor more than two or three times a year unless subjected to considerable wear.

English Whiting Will Be Scarce

Montreal.—That English whiting will continue to be scarce for many months, or perhaps for another year, is forecast in news which has just come to hand from the Old Country indicating that the producers there are sold up for another twelve months. This makes the outlook very serious on some manufactured products which the Canadian trade requires from time to time, and there will likely be higher prices on putty, while kalsomines will rule high in all probability. HARDWARE AND METAL has, from time to time, pointed to the strong tendencies on whiting and the advance of the season, but bears out the tendencies already forecast.

Shipping Board To Close Office

The British Ministry of Shipping, which has practically controlled the export trade of Canada inland and overseas during the war, will be closed, according to a statement of its director-general, Sir Arthur Harris, on March 31.

It is stated that during the period from August 25, 1914, to December 31, 1919, over sixteen million gross tons of munitions, war material, and various supplies were moved inland and overseas under the direction of this department. All correspondence concerning the affairs of this ministry in Canada after March 31 should be addressed to E. M. Raeburn, Director-General, British Ministry of Shipping, 165 Broadway, New York.

Gale Causes Rush For Plate Glass

Moncton, N.B.—A gale which struck this city Wednesday evening, reaching a velocity of between 50 and 60 miles an hour, made the plate-glass business good. Eight store windows on Main Street alone and two or three in other parts of the city were broken. Windows and door lights in dwellings all over town fered, and glass cutters and glaziers have been busy ever since.

Roofs also suffered. The new Lounsbury Motor & Supply Co. lost a large portion of theirs, also the Hotel Brunswick, Fraser Floral Co., and others.

The flag pole on the Sumner Co. premises blew down when the storm was at its height.

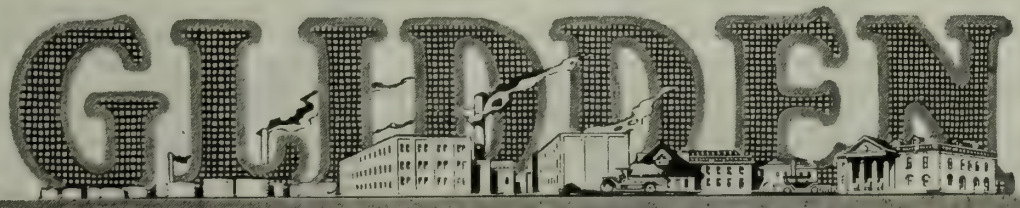
Paint Performance

Sell your customers paint performance—not price. Sell them protection for a term of years, not merely paint by the gallon. Sell them satisfaction by selling them **Glidden.**

Glidden Endurance Paint is a lead and zinc paint—a prepared paint having just the right proportions of those paint pigments and paint liquids that produce enduring ability. Not the cheapest paint you can get per gallon, but by far the most economical when you figure the number of years it lasts.

Now is the time to stock up to prepare for the spring rush. Write us to-day for our proposition.

THE GLIDDEN COMPANY, LIMITED
TORONTO, ONTARIO
Branches at Montreal and Winnipeg.



Future of Turpentine Market Depends on Exchange Situation

Had It Not Been for Peculiar Depressing Factors Prices Would Probably Have Been Much Higher Than They Are Now, Says Southern Market Comment

DISCUSSING the outlook for turpentine and rosin, the "Weekly Naval Stores Review" says: Everything is now waiting, in a spirit of hesitancy and uncertainty, for the steadying of exchange that is regarded as absolutely essential before not only the naval stores but other trade having large foreign outlets can feel a steadying effect and enjoy again the natural stimulus that their position with regard to supplies and demand justifies.

Kept Prices Down

One depressing factor after another has hit the naval stores market, and while values have held well, it is beyond question that much higher values would have marked the greater part of the season but for such depressing factors as the threatened railroad strike, the coal strike, and the demoralization in exchange, each of which contributed to keep prices considerably below the level that would have been otherwise maintained.

Quickly Disappeared

The effect of the strikes disappeared quickly but the effect of the exchange situation is continuously and increasingly in evidence. It remains to be seen whether any stabilizing influences can be put to work, but for the present the exporter is like a man working in the dark and such raw commodities as rosins and cotton are naturally the temporary sufferers.

Supplies Are Low

Turpentine, with nothing coming in to speak of, and with the supplies so low that even at the worst they will be largely exhausted before any considerable quantity of fresh crop offers, feels the effect comparatively slightly. A drop of a cent or two when turpentine is around $2 a gallon can be regarded with total indifference.

Rosins, too, are coming from the woods in but little greater quantities, for the whole territory, than last season, and the demand should more than absorb the offerings and continue to eat into the reserves.

Can't Be Held Off

While the exchange situation will affect that market for the time being it would seem that, after all, domestic needs, which have been largely relied on for the current month and March to take up the bulk of the receipts, cannot be held off for any indefinite period, and calls for supplies from various sources are apt to come in at any time. At present, though, the situation is somewhat stagnant both as to foreign and domestic business.

Shortage of Plate Glass Due to Automobile Demands May Only be Temporary

Interesting Comment on the Situation Shown in the Report at Annual Meeting of Large Producing Company

A PORTION of the report presented by the directors at the annual meeting of the Pittsburgh Plate Glass Company is of interest in that it not only bears on the shortage of plate glass that has been experienced, but shows how the future is regarded. The report in part says:

"During the early part of the year there was an overproduction of plate glass, but later a large and active demand sprang up which brought about market conditions unparalleled in the history of the industry in this country. A considerable part of this demand came from automobile manufacturers. These conditions, of course, can be only temporary, and our stockholders should not expect an indefinite continuance of the present prosperous condition of the glass industry."

Minimum Weight On Cars Of Glass

The Johnston Brokerage Co., of Pittsburgh, Pa., is sending the following to the trade:

"During the war period, shippers were urged to load cars to full capacity and 60,000 lbs. was considered minimum weight on our shipments. We now have advice that the Consolidated Freight Classification Committee, the Southern Classification Committee and the Western Classification issued notices in the regular way fixing this tonnage, and same was sent to the Interstate Commerce Commission on January 28th, 1920, and becomes effective February 29th, 1920. We presume in due time you will receive this information from the transportation lines."

Paints And Colors Are Showing Strength

New York.—In the paint and color markets deliveries are being seriously affected by transportation difficulties. Linseed oil for summer delivery is very slightly easier but in practically everything else the tendency is for firm prices. The shortage in varnish gums has not been overcome to any degree and prices tend strongly upward.

In dry colors some advances are noted in this market and the tendency is strongly upward. The iron blues are held by some dealers at higher prices. The demand for them is very active. The blacks are firm and fairly steady, though advances are looked for. The browns are also steady, although advances at the primary European sources will sooner or later register in this market. The greens, reds and yellows are strong and the first two very scarce.

White lead is very strong, due to the advancing tendency of pig lead, though the edge of the very great demand of a week or 10 days is not quite so keen.

The urgent demand for lithopone is pushing production to the limit. New business is held down to a minimum.

Head of Lowe Brothers Victim of Pneumonia

Following a short illness with pneumonia, the death occurred at Miami, Florida, of Houston Lowe, president of Lowe Brothers Co., of Dayton, Ohio. Mr. Lowe was seventy years old and only went South three weeks ago. He was then in the best of health. Soon after arriving at Miami, he caught a cold from which bronchitis and later pneumonia developed.

With his brother, the late Henry Lowe, he began the manufacture of liquid paints in 1872 at Dayton. The brothers commenced in a very small way but by effective advertising methods developed a national business. Besides the factory in Toronto and the main plant at Dayton the firm has six branches.

Mr. Lowe was one of the very first employers to definitely establish more than wages relations between employer and employee. He stimulated organization among his men and women, and fostered the formation and maintenance of welfare work.

He was quite active in civic and Chamber of Commerce work and in 1912 founded the Art Institute, contributing liberally to its maintenance.

Defies Destruction

The Bristles in the SIMMS PAINT BRUSHES

are set in by a unique and exclusive process which has been developed by the expenditure of a large amount of money, and genuine hard work.

The setting is as strong as adamant, and cannot be destroyed.

This brush can be used for years in all kinds of paints, varnishes, oils, hot water, paint removers, etc., and never release a single bristle.

TRADE SIMMS MARK SET IN RUBBER

is the brush your painter customer wants. Stock it for him, and get his trade and appreciation.

For your general trade, we have the following line of high quality products—

BROOMS
WHISK BROOMS
LATHER BRUSHES
SHOE BRUSHES
STOVE BRUSHES
SCRUBBING BRUSHES

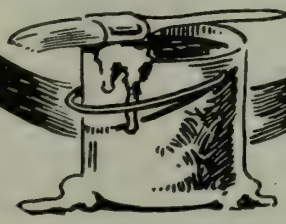
Communicate with our nearest branch, for prices, etc.

T. S. SIMMS & CO., LTD.

Makers of Better Brushes and Brooms for 54 Years

HEAD OFFICE, ST. JOHN, N.B.

Montreal Toronto London



Liquid Granite

is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among architects, painters and home builders. This is why all "Berry" products are so safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A Gillies Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd, Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Townsend Paint Mfg. Co. - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, February 26.—With an early return of the active painting season in prospect, the trade generally is anticipating much increase in the painting programme, and manufacturers are loaded up with a very full programme of manufacturing colors, specialties, etc. The factories are working to capacity and much overtime is necessary, it has been stated, that the bookings may be taken care of. Materials are not readily obtained and the outlook is no more encouraging on many of the basic raw materials than it has been for months. Linseed oil is steady and scarce, with some oil arriving from English crushers. The basis on turpentine is unchanged, and high prices are bound to rule. Whiting is scarce and will be hard to obtain this year, and this looks as though putty will probably advance later. White lead in oil is decidedly firm owing to the pig lead firmness characteristic of the present market.

Linseed Oil Scarce; Little Change Made

Montreal.

LINSEED OIL.—Little change is made from the basis obtaining last week but the market would be higher, some feel, were it not for outside influences. For instance, Argentine seed has been finding its way to the European crusher, and he, in turn, has been shipping some oil to America. Under the adverse rates of exchange this makes for a favorable "landed" price basis, and has the effect of keeping oil prices nearer their present level. Were it not for this relief some feel that it would be impossible for oil to hold on present levels. If trade is resumed with Russia that country may, and probably will, ship flaxseed to this market, and this would help, also, to relieve a stringent world condition. Prices are ranging this week from $2.50 to $2.60 per gallon for raw oil in single barrels.

Raw—	Imp. Gal.	
1 to 2 barrels	2 50	2 60
3 to 4 barrels	....	....
Boiled—	**Imp. Gal.**	
1 to 2 barrels	2 52½	2 62½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Supply Limited; May Firm

Montreal.

TURPENTINE. — While no acute shortage of turpentine exists in this market there is little excess supply. Jobbers are selling at around $3.25 per gallon, in single barrels, with the usual 7 cent charge for small lots, packages extra. Exchange and heavy demand from all parts of the world are two factors that preclude the early probability of lower prices prevailing any time in the immediate future. The demands will soon be greater than they now are.

Turpentine—	Imp. Gal.	
Single barrels	3 20	3 25
Small lots	3 27	3 32

(Packages extra.)

Whiting Scarcity Will Firm Putty

Montreal.

PUTTY.—Great scarcity of English whiting prevails, and the outlook for 1920 deliveries is not promising. This will mean that putty supplies will probably be reduced and that prices may be increased. The market is firm at this writing and there is a seasonable amount of business being transacted.

GLASS.—Glass is quite scarce still and prices are likely to rule very high, with the probability of advances being effected in the immediate future.

	5 ton	1 ton	Quantity
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty $1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Pig Lead Holding High; Corroded Lead is Firm

Montreal.

WHITE LEAD IN OIL.—The trend of pig lead still is upward and each week lately has recorded a stiffening of the basis. Some expect that there will be a revision upward ere long. English buyers are reported to have again come into the Canadian market as buyers on a more or less extensive scale, and this additional business will tend to tax the corroders' capacity for a long while. Base prices here on Government standard lead are as follows: 5-ton lots, per 100 lbs., $17.50; 1-ton lots, $18, and smaller quantities, $17.35.

Insecticide Trade Makes New History

Montreal.

INSECTICIDES.—Prices have been fairly maintained on all lines of insecticides, and the business this season has been phenomenal. This is due to the fact, doubtless, that the products are being more widely used each season by the farmers, orchardists and others, and in view of the probable shortage of getting delivery later, orders are being placed earlier this season. The market is very strong, and while no advances have been made, some expect that higher prices will rule later.

Paint Makers Are Working Overtime

Montreal.

PAINTS AND SPECIALTIES.—Prices are very firmly held on prepared paints and on various specialties, and there is no probability of any reductions being made. The mills are working overtime, some of the paint factories reporting that they are operating on a 24-hour basis. The market on all specialties is also firm, and shellacs and gums are particularly strong owing to the raw material situation, which continues to be difficult.

TORONTO

TORONTO, February 26.—An immediate advance of 10 cents per gallon in the quotations on linseed oil is expected. Unless conditions greatly improve in the next few days in regard to deliveries of seed there will be a shortage of oil that will practically amount to a temporary famine.

The turpentine market remains very unsettled and while no changes have been made in prices importers report much difficulty in getting their shipments through. A good volume of business is offering.

Shellac continues scarce and high, and the market is expected to be very firm for some time.

Paint prices are steady and manufacturers report that they are just closing up orders for one of the most successful spring seasons they have ever had. Prices generally are expected to remain firm for some time.

Cent Advance in Linseed Oil Likely

Toronto.

LINSEED OIL.—An immediate advance in linseed oil of 10 cents per gallon is expected. In the meantime quotations are holding at from $2.70 to $2.75 for raw and $2.73 to $2.78 for boiled. Paint manufacturers are drawing freely upon the available supplies and crushers

"Save the surface and you save all" *Paint & Varnish*

"The Right Paint To Paint Right"

Canada Issues $60,000,000 of Building Permits!

Better Order Early

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton.
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

are experiencing the greatest difficulty owing to transportation troubles in obtaining much-needed supplies of flaxseed. There is an active demand for seed, and during the week prices have advanced 17 cents. No relief from the shortage is expected for three or four weeks, and crushers state that the point has been reached where, if conditions get any worse there will be a temporary famine. Linseed oil quotations are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 70	2 75
3 to 5 barrels, gal.	2 69	....
10 barrels and over	2 63	....
	Boiled	
1 to 2 barrels, gal.	2 73	2 78
3 to 5 barrels, gal.	2 72	....
10 barrels and over	2 70	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Turpentine Market Somewhat Unsettled

Toronto

TURPENTINE.—Deliveries have been very erratic this week, and while there is still plenty of turpentine in stock to take care of the fairly active business that is offering, importers in many cases would like to have shipments coming more freely. As far as prices go the market is holding firmly and little change is looked for until the new crop comes in. Exchange rates are also a big factor in the situation, especially as far as European buying is concerned. Quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 25
2 to 4 barrel lots	3 24
5 gal. lots	3 40

Paint Manufacturers Report Brisk Trade

Toronto

MIXED PAINTS. — Paint manufacturers report that business has been very active and that their spring orders have been most satisfactory. No changes in prices are looked for immediately.

Shellac is High and Difficult to Procure

Toronto

SHELLAC.—Shellac is high and it is difficult to procure supplies. No immediate improvement is in sight as reports from London, Eng., and from Calcutta emphasize the shortage of gums and the difficulty in obtaining supplies in any quantity. Quotations are very firm as follows: Shellac in barrels, white, $9.75; orange, $9 per gallon, the single gallon price being: White, $10.15; orange, $9.40.

No Change Shown in Quotations on Putty

Toronto.

PUTTY.—Putty at the present time is seasonably quiet. An active demand is expected later when building operations get under way and reports indicate that a large amount of construction work may proceed. In the meantime quotations are unchanged and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 30
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

White Lead in Oil Remains Unchanged

Toronto.

WHITE LEAD IN OIL.—A fairly active demand for white lead in oil is reported and spring buying is proceeding rapidly. Quotations remain firm as follows: $18.35 per hundred pounds in ton lots, less than ton lots of course are 35 cents advance over this price.

Window Glass Firm; Supplies Are Scarce

Toronto.

WINDOW GLASS.—Supplies of window glass are none too plentiful and there is little prospect apparently of immediate improvement in conditions. Quotations show no change and the discount is quoted at 15 per cent. off for double and single diamond, and 40 per cent. off for sheets.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

326. **Castings** — A Manchester firm of practical engineers wish to represent manufacturers of steel castings and steel pressings to specifications.

327. **Woodworking machinery** — A Manchester firm are open to represent a manufacturer of woodworking machinery.

328. **Magnet steel**—A Manchester firm of engineers inquire for a Canadian manufacturer of magnet steel for electrical trade, open to appoint an agent.

329. **Mica**—A Manchester firm of electrical engineers are open to represent an exporter of amber mica.

338. **Wire nails**—A firm in Bridgwater, England, which previously purchased small wire nails for basket chairs from Belgium, would like to buy same from Canada.

339. **Lamp chimneys**—A Bridgwater, England, firm would like to get lamp chimneys from Canada.

340. **Hay and manure forks**—These are required by a firm in Bridgwater, England.

341. **Carpenters' tools** — A concern in Bridgwater, England, would be glad to hear from Canadian exporters of carpenters' tools.

342. **Axes, hatchets, etc.**—Will Canadian manufacturers kindly communicate with firm in Bridgwater, England?

343. **Agricultural machinery**—A firm in Bridgwater, England, would like to receive catalogues, prices and all particulars from Canadian manufacturers of agricultural machinery.

344. **Nickel silver sheets**—Canadian firms with nickel silver sheets for export are requested to communicate with a Birmingham firm.

345. **Electrical plant and accessories**—Will Canadian manufacturers kindly send catalogues and quotations to a Birmingham house?

346. **Steel strip**—A Redditch, England, firm are prepared to import from Canada cold rolled close annealed steel strip in straight lengths .80 to .85 per cent. carbon content, 4 inches wide, in 36-inch lengths, gauges 30 to 10 s.w.g.

347. **Electrical supplies**—A Cardiff house would like catalogues, particulars and prices of electrical battery and marine electrical fittings.

352. **Cutlery**—Canadian manufacturers of table cutlery are asked to communicate with a Birmingham firm.

353. **Iron and steel**—A Birmingham firm want iron and steel strips, rods, etc.

354. **Tacks and shoe rivets**—A firm in Birmingham would like to get in touch with manufacturers of cut tacks and shoe rivets.

355. **Linseed oil** producers in Canada are requested to write a Birmingham house.

356. **Files**—A Birmingham firm want to import files.

357. **Steel pins and needles**—Canadian manufacturers should write to a Birmingham firm.

358. **Earthenware**—A firm in Birmingham, England, would like to hear from Canadian manufacturers of earthenware.

359. **Dry colors**—Canadian manufacturers kindly communicate with a Birmingham firm.

360. **Edge tools**—Canadian manufacturers are requested to send catalogues and prices to a Birmingham firm.

361. **Sad and box irons**—A Birmingham, England, firm would like to get in touch with Canadian manufacturers of sad irons and box irons.

362. **Enamelware** — A Birmingham firm would be glad to hear from Canadian manufacturers of enamelware, with catalogues and prices.

363. **Spoons and forks**—Wanted by a Birmingham firm.

364. **Kitchen cabinets**—Canadian manufacturers with supplies for export are requested to communicate with a firm in South Wales, sending catalogues and price lists.

365. **Domestic labor-saving appliances**—A firm in South Wales would be glad to have particulars and prices of any domestic labor-saving appliances manufactured in Canada.

366. **Leatheroid**—Canadian manufacturers of leatheroid are requested to send samples and prices to a firm in Taunton, England.

367. **Electrical material for internal and external installations**—A firm in Naples wish to get in touch with Canadian firms exporting electrical material for internal and external installations.

368. **Electrical material and rubber goods**—A house in Rome, Italy, would like to buy in Canada electrical material, rubber shoes, etc.

370. **Electrical goods**—A house in Rome, Italy, wishes to hear from Canadian houses manufacturing electrical lamps, electric irons, electric cooking utensils, etc.

371. **Electric cables and conductors, telephone cables and telegraph cables, raw rubber, lead, copper, bond, steel, etc.**—A very important company at Leghorn, Italy, desires to get in touch with Canadian manufacturers and exporters of the above-mentioned articles.

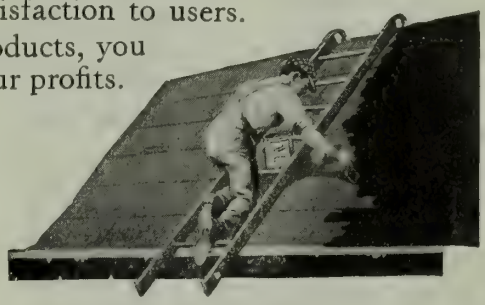
372. **Machine tools, tools, electric motors, etc.**—A firm in Rome, Italy, would be glad to hear from Canadian firms manufacturing machine tools, electric motors, technical articles, etc.

Barrett Roofings, Industrial Paints, Cements and Specialties

Dealers all over the Dominion are finding a ready and rapidly growing demand for Barrett Specialties. This demand will be greatly increased this year by our extensive advertising in the leading farm publications and in many other periodicals reaching both the large and small consumers.

Our long and successful experience in manufacturing and merchandising insures the high quality of these Specialties and their unfailing satisfaction to users.

If you, Mr. Dealer, are not handling *all* of these products, you are missing an opportunity to increase your sales and your profits.



Everjet Elastic Carbon Paint

A black carbon paint for industrial purposes. Probably no other paint on the Canadian market has ever enjoyed the same popularity and fills so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: Barrels (about 40 gallons), ½-Barrels (about 20 gallons), 5 and 10 Gallon Cans, 1-Gallon Cans, Lithographed (cases of one doz.)

Everlastic Liquid Roofing Cement

During 1920, we predict an unprecedented demand on dealers for *Roof Repair Materials* due to the extreme scarcity and consequent high cost of Roofing Felts and "Rubber" Roofings.

Everlastic Liquid Roofing Cement is unequalled for resurfacing and renewing the life of all kinds of old or wornout Prepared or "Rubber" Roofing.

It is sold in all sized packages from 1-Pint Cans (as in rolls of our Everlastic Roofing) to Barrels of Forty Gallons.

Barrett Creonoid [Fly Oil] Lice Destroyer and Cow Spray

A wonderfully effective destroyer of flies, lice, mites and vermin of all kinds that are the bane of the poultryman, the stockraiser and the farmer.

Creonoid is manufactured from a Carbolic Oil, the source of so many of the wonderful modern remedies. It is thoroughly antiseptic.

Spray the larger animals, and paint or spray all perches, stalls, floors, walls, etc., in hen-houses, barns, pigpens and stables.

When the worry caused by flies or other insects is removed by Creonoid, horses are healthier, hogs fatten more quickly, cows give more milk, and hens lay more eggs.

Creonoid is put up in: 1-Gallon Cans (12 cans to the crate), 5 and 10-Gallon Cans, ½-Barrels and Barrels.

Barrett Everlastic "Rubber" Roofing

This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-Ply, 2-Ply and 3-Ply weights in rolls containing 108 square feet. Nails and cement are packed with each roll.

For full details regarding any of these products, write

The *Barrett* Company
Limited

MONTREAL TORONTO WINNIPEG
VANCOUVER ST. JOHN, N.C.
HALIFAX, N.S. SYDNEY, N.S.

Barrett Elastigum Plastic Patching Cement

Elastigum is a tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, repairing flashings, relining gutters, stuffing cornices, etc., etc. It is easy to apply and sticks tenaciously to either a wet or dry surface. It is known as the "plastic cement of a thousand uses."

No heating or mixing necessary. Elastigum comes to you all ready for use, in the following sized packages: 1-lb. Tins (cases of 24 cans), 5-lb. Packages (12 to the case), 25-lb. Packages, 100-lb. Packages, ½ Barrels of about 300 lbs., and Barrels of about 600 lbs.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 5½, -100 in box, $3.80; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; **bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.**

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.

Standard Quality, 15, 10, 10%.

Side Lace Leather, lb., $2.00.

Cut Lace Leather, lb., $2.40.

F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	6.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21 00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.

Gilmour Auger Bits, 5%.

Gilmour Eye Augers, add 10%.

Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1—18 x 24	9 80	10 80
2—18 x 28	11 00	12 65
3—20 x 30	12 60	13 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz.	12 60

BOARDS, SLEEVE—

No. 3 dozen	$ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	$2 50
Beaver (brass)	8 00
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond King (glass)	7 00
Enamel Queen	8 50
Glass Globe	7 00
Improved Globe	5 40
Jubilee	6 05
Neptune	5 15
Newmarket King	6 05
Original Globe	5 90
Pony	2 50
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.

Machine Bolts, 7-16 in. dia. and larger, 10%.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 30%.

Square Head Blank Bolts, 10%.

Bolt Ends, 10%.

Plow Bolts, 5%.

Elevator Bolts, large head, 5%. corrugated head, 40%.

Fancy Head Bolts, 5%.

Shaft Bolts ($3 list), 5%.

Step Bolts, large head ($2 list), 5%.

Whiffletree Bolts, 5%.

Nuts, square, blank, add to list, $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list, $2.00.

Stove Bolts, 55%. Tire Bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c

F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80 No. 1, $28; No. 2, $33.75; No. 3. $44.75.

Russwin—Dozen: No. 0, $24.50: No. 1, $30.60; No. 2, $36.75: No. 3 $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9: No. 1, $9: No. 2. $10: No. 3. $11; No. 4. $15; No. 5, $16.

List prices power churns—No. 0 $11: No. 1. $11: No. 2. $12: No. 3. $13: No. 4, $17: No. 5, $20.

Discount of 2½% f.o.b. Toronto. Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLOCKS—ALARM—

Big Ben	$3 75

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, No. 1	14 10
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$10 75	$21 50
5 ft.	13 50	27 00
6 ft.	16 50	33 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal. Toronto. London

COIL CHAIN

	Fireweld Proof	B.B.B
3-16 in.	$21.50	
¼ in.	18.90	
5-16 in.	16.25	$15.75
⅜ in.	11.40	14.05
7-16 in.	11.15	13.80
½ in.	10.70	13.60
⅝ in.	11.00	13.20
¾ in.	10.20	12.60
⅞ in.	9.95	12.35
1 in.	9.70	12.25

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B
⅛ in.	$18.95	.....
3-16 in.	18.00	$22.75
¼ in.	16.50	19.50
5-16 in.	13.80	15.70
⅜ in.	10.80	....
7-16 in.	10.20	....
½ and ⅝ in.	9.95	....

F.O.B. Toronto, Montreal.

Cow ties, net list; trace chains **list; dog chains, 12½%; halter** chains, 12½%; tie-out chains. 20%; stall fixtures, No. 1. or **or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton. London.**

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, plain, 16 oz. and heavier, lb.	....	0 43
Plain Tinned, 16 oz. and heavier, lb.	....	0 47
Polished and Tinned, 16 oz. and heavier, lb.	....	0 52
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 04
No. 7, lb.	1 03
Nos. 8, 9, 10, 12	1 02

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS. $10.25 per 100 lbs

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.60

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank

List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2 00
13/32	.85	⅞	2 10

THIRTY-FIVE
Years' Reputation

Is back of every pound of

Harris Heavy Pressure
BABBITT METAL

And the same applies to all the goods we make

WE ARE THE LARGEST MANUFACTURERS of White Metal Alloys IN THE DOMINION and can give you close prices on

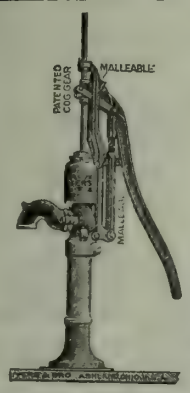
Babbitt **Solder**
Lead Pipe **Sheet Lead**

And All Ingot Metals

LET US KNOW YOUR REQUIREMENTS

The CANADA METAL CO., Limited

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER



MYERS
"HONOR-BILT"
Hand and Power PUMPS

We have built something more than ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through many individual features which make their installation easier, reduce pumping labor and insure dependable service.
The aggressive dealer handles the MYERS — Ask your jobber or write us.

F. E. MYERS & BRO.
No. 65 Orange St. ASHLAND, OHIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba—Bissett & Webb, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	**35%**
Straight Shank	**35%**
Straight Shank, wire	**35%**
Taper Shank	**35%**

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 60	0 75
B	0 27	0 37
C	0 18	0 27

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.

Standard couplings, 4-in. and under, 30%.

4½-in. and larger, 10%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each $10 80
Three heat, round, round 12 80
Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick ..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	**$11.25-$12.75**
Perfect, No. 1½	**13 20-13 80**
Russet rope shank, 1¼ in.	**13 85**
Black rope shank, 1 in.	**13 75**
Black rope shank, 1¼"	**12.50-13 85**
Hand sewn, no shank, 1 in.	**17 40**
Hand sewn, no shank, 1¼"	**18 75**

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.: ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt. ..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under ... 22 50
Napping, up to 2 lbs. 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 3½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	**$13 30**
Atlas, No. 1	**13 80**
Atlas, No. 2	**15 80**
Stearns, 4 in.	**9 75**
Stearns, 5 in.	**13 20**
Perfect, No. 1	**10 45**
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., **$4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in.,** $21.50; 36-in., $24.50.

Discount, **5%.**

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	**$7 75**	**$8 00**
Long heel light iron	3-7	**7 75**	....
Medium iron	**1-8**	**7 75**	**8 00**
Heavy iron	6-8	7 75	.....
Snow	1-6	**8 00**	**8 25**
New-light "XL" steel	1-6	**8 20**	**8 45**
Featherweight "XL" steel	0-4	**9 60**	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less **2% discount.**

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft. ..$20 00
Corrugated, ⅝ in., 100 ft. .. 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in., 100 ft. .. 28 00
Less 5% for full reels, **500** ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	**9 20**
Sad irons, plain, 6 lbs. up	**7 00**
Sad irons, common, plated	**5 50**
Princess Electric, each **$4 00**	**4 10**
Canadian Beauty Electric Irons—Style A	**$4 71**
Style B	**5 08**
Hotpoint Domestic Electric Irons, each	**5 25**
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 35
Crescent	0 30
Household	0 26
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	**0 32**
Shelf Lock, 4 to 6 ft. only	**0 27**
Gardner, No. 1	0 24
Do., No. 2, bolted	0 27
Dominion, No. 3	0 28
Do., No. 4, bolted	0 31

Single and Fruit Picking

10 ft. to 16 ft. .... 24c ft.
18 ft. to 20 ft. .... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

		Per ft.
20 to 32 ft.	$ 0 26	$0 27
36 to 40 ft.	0 28	0 30
44 ft.	0 30	0 33
Over 44 ft.	0 42	0 40
Special quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $1 15
Cold blast 1 00- 1 15
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	2 00
Steel Thumb, No. 4	**4 75**
Barn Door, No. 5	**2 75**
Barn Door, No. 9	**5 10**

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	**10 25**
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure **water motor** washer, each	31 00
Connor **ball-bearing, with** rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... **5.80**
F.o.b. **Montreal, Toronto, Hamilton.**

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. **Montreal, Toronto, London, Hamilton.**

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net

Liquid Veneer	$14 00
O-Cedar, less handle	12 60
Do., with handle	14 70
S.W. Mops, complete..5 25-	5 40
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10.......2 50-	3 35
Crank wringing	8 25

F.o.b. Montreal, Toronto, **Hamilton,** London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	20%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted **July 10, 1912.**

Advance over **base on common wire nails in kegs.**

		2¾ inch	**15c**
1 inch	$1	3 inch	**10c**
1⅛ inch	1	3¼ inch	**10c**
1¼ inch	65c	3½ inch	**10c**
1½ inch	40c	4 inch	**5c**
1¾ inch	40c	4½ inch	**5c**
2 inch	30c	**5-inch base.**	
2¼ inch	30c	**5½-inch base.**	
2½ inch	15c	**6-inch base.**	

6½ to 12-inch-2 **Ga. and heavier,** 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.70 base.

Freight equalized on above points.

F.o.b. **Montreal, Gananoque, Collingwood and Owen Sound,** .... base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed. .....

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

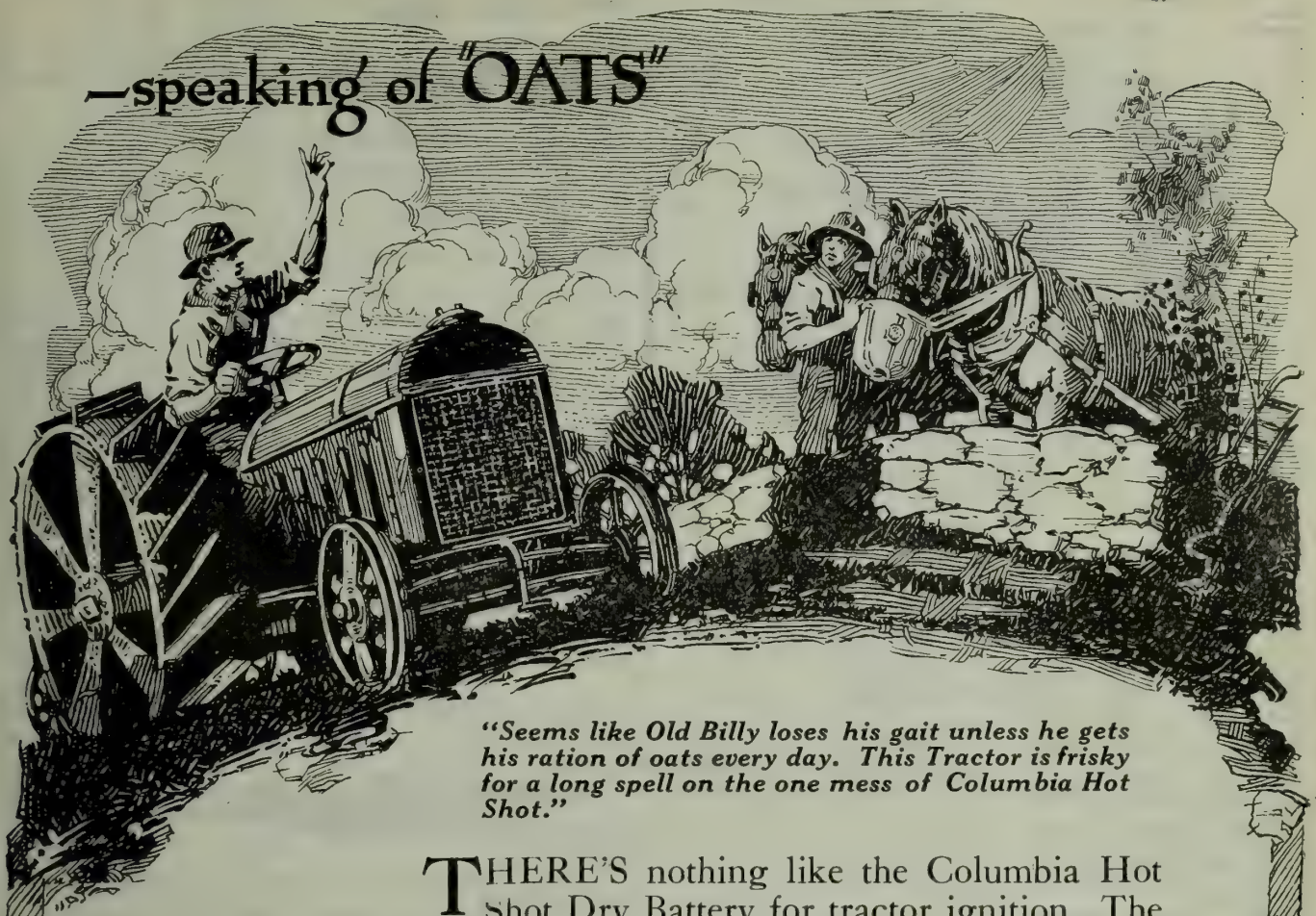
Cut Nails—$5.85 base, f.o.b. Montreal. No equalization of freights.

London, $6.75 base; Toronto, $6.75

Roofing Nails — American, large **head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.**

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton. $11.75.

—speaking of "OATS"



"Seems like Old Billy loses his gait unless he gets his ration of oats every day. This Tractor is frisky for a long spell on the one mess of Columbia Hot Shot."

THERE'S nothing like the Columbia Hot Shot Dry Battery for tractor ignition. The Columbia "runs standing still." Its spark is as not for starting as for running. It works like a beaver over the rough slowdown places—where other ignition current peters out.

Write to your Distributor now—tie up with our 1920 Team Work Plan.

A Single Dry Battery--4 to 12 Cellpower

For Tractors and Stationary Engines

A solid unit—no joints—no connections to keep tightened—no metal parts to protect from rust or to keep in running order—just the 2 binding posts.

Makes 1920 a Banner Year for Dealers.

Write to your Distributor today.

122920

Made in Canada by Canadians

CANADIAN NATIONAL CARBON COMPANY
Limited
Toronto, Canada

Columbia Dry and Storage Batteries

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

⅛ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 35
	Gallon
Black oil (summer)	0 14½
Black oil (winter)	0 15
Imperial Kerosene Tractor	0 69
Capital cylinder	0 64½
Machine oil, regular grades	0 40
Standard gas engine oil	0 42
Parafine	0 23½

List, less 15% on above.

Polarine Oil, list	1 00
Polarine Oil, heavy, list	1 00
Polarine A, list	1 10
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 11½
Fuel oil, tank cars, net	0 09½

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$4 60
3 Hoop	4 85
Stable	7 65

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1	1 40	
Tarred Fibre, Anchor, No. 2	0 97	
Empress Sheathing	....	
Rosin Sized Sheeting, red	....	
Do., blue	1 10	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 87	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt.	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

	Montreal	Toronto
Clay—		
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 65
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$6 00	$8 00	$.....	$.....
¼-in.	4 83	6 96	[illegible] 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	....
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

StaSndard Lapweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	12 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Ordinary, 5 2sheets	8 50	....
Do., 60 sheets	8 60	....

PLATES, COKE, TIN

Per box

	Tor.	Mont.
IC, 20x28 112 sheets	....	23 50
IX, 20x28 112 sheets	....	27 00
IXX, 20x28 112 sheets	....	29 00
IXXX, 20x28 56 sheets	....	16 50

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Discount, 30%.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	9 60
64-oz.	....
128-oz.	....

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 80	$3 15
No. 2	3 10	3 50
No. 3	3 45	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 6%; burrs, add 40%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square

	Toronto
Samson, 1-ply roll	2 55
Samson, 2-ply, roll	3 00
Samson, 3-ply, roll	3 55
R. S. Special, 1-ply	2 25
R. S. Special, 2-ply	2 50
R. S. Special, 3-ply	2 75
Everlastic, 1-ply	$2 25
Everlastic, 2-ply	2 50
Everlastic, 3-ply	2 90
Panamoid, 1-ply	2 15
Panamoid, 2-ply	2 50
Panamoid, 3-ply	2 90
Red Star Ready Roofing, 2-ply	2 00
Do., 3-ply	2 35
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

	Lb
Pure Manila basis	31
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	43
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (53½), $8.80; 852 (73), $5.50; 752B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36) $5.00.

F.o.b. Montreal, Toronto, London.

SATINETTE

	Doz. Net
4-oz.	$2 00
12-oz.	4 00
32-oz.	8 00
1 gallon, each	2 25

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
146, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 30% on list

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household	....	0 10
25-lb. Household	....	0 30

Champion, 5%; standard scales, discount, net list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

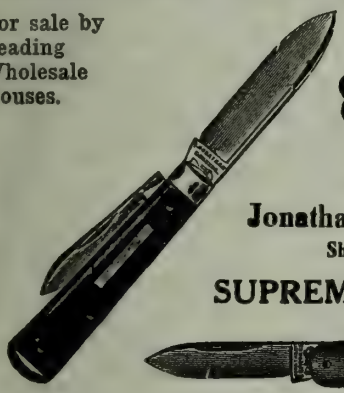
No. 32 Torch
List Price Each $16.00
Ask for discount.

Cold Weather Brings a Lot of 'Hurry Up' Repair Work

There is good profit in these jobs, so don't let them all go to your competitor. Use the best tools, which will enable you to do your work better and faster. C. & L. Fire Pots and Torches are the BEST. They are heat producers, using very little fuel, and that is why they are so popular with mechanics. Jobbers supply at factory price. Send for catalog—it's free.

Clayton & Lambert
Mfg. Company
Detroit, Mich. U.S.A.

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

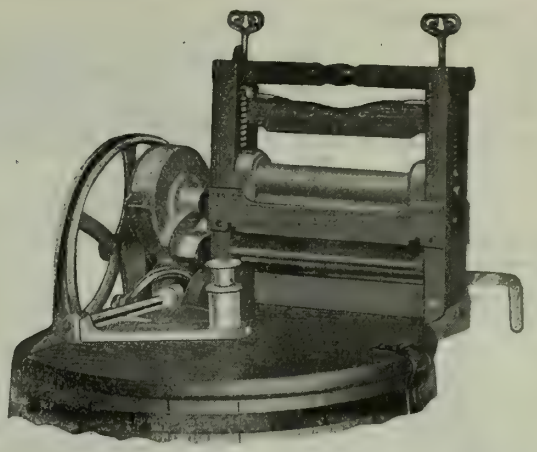
"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.



Solid

The wringer on the Time Saver Electric Washer is solid. It does not swing. We consider the solid wringer a great improvement over the swinging wringer.

Stronger

The wringer of the Time Saver rests at both corners on a solid base. A swinging wringer is attached at one corner only. The weight of the clothes on a swinging wringer when it is swung out pulls the gears out of alignment, and friction and noise result. A solid wringer is stronger and will out-live the swinging wringer many years.

Solid Wringer Best

For Stationary Tubs

The swinging wringer is unsatisfactory for stationary tubs. Clothes put through the wringer from rinse water have to be shaken out before they can be dropped into bluing water. When the swinging wringer is swung into the middle position between the rinse water and bluing water it is in the road. It is difficult if not impossible for the operator to reach over the wringer to grasp the clothes.

In using the Time Saver, clothes are run from rinse water through wringer and piled on clothes tray above washer. They can then be tossed into bluing water.

For information about Time Saver and our sales and demonstration aids, write our nearest branch.

Special Salesman

Mr. H. F. Harper, one of our many special washer salesman, who will help our dealers put on demonstrations and local campaigns to sell Time Saver Electric Washers.

BEATTY BROS., LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. London, England, 16 Holborn Viaduct

Beatty Bros. Limited Bulletin

SCREWS, WOOD BENCH
Dozen $7 80
SCYTHES Doz.
Cast Steel $16.75
Golden Clipper 16 75
Little Giant 17 76
Bush 16 25
F.O.B. London, Toronto, Montreal
SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55
SHEETS, BLACK
See Montreal and Toronto report.
SHEETS, CORRUGATED
See weekly report.
SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz....	9 80	10 00	9 50	10 45
U.S. 28 ..	10 20	9 60	9 10	9 75
U.S. 26 ..	8 80	9 30	8 80	9 40
22 and 24.	8 20	9 15	8 65	8 20
18 and 20.	8 00	9 00	8 50	9 00
16	7 80	8 85	8 35	8 80
12 and 14.	7 55	8 70	8 20	8 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.
Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 gauge	$11 50	$10 25
26 gauge	11 25	10 00
24 gauge	10 65	9 95
22 gauge	10 30	9 55
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.b. Montreal.
SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.
SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing.... 108 00
Champion, nickeled fittings.. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B..... 64 00
Grand, jap., Cyco B.B...... 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00
SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.
On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.
SOLDERING COPPERS
See Coppers.
SOLDER, BAR
See weekly report
SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50
STANDS, WASHTUB—
Reversible Drip, each $2.25
STAPLES (Fence—Galvanized)
Kegs $6 85
25-lb. boxes 7 35
STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$22 00
Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.
Oil Burning Heaters. List
No. 525, each ....$ 7 00
No. 530, each 8 25
No. 630, each 10 25
Discount 25% off list.
Freight allowed on shipments of 24 heaters.
STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50
STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 60
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00
SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00
SWEEPERS (ELECTRIC)
Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List: Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

F.O.B. Toronto, Hamilton, London.
TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.
TINNERS' TRIMMINGS
See prices under head of Wares
TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.
TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12
TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in.. ... 16 00
12 in...... 9 10 add 5% to list.
F.O.B. Toronto, Oshawa, Ottawa.
TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 25
Jump, No. 1 .... 3 45
Hawley & Norton, No. 1..... 4 56
Newhouse, No. 1 .... 6 15
F.O.B. Toronto, London, Hamilton, Montreal.
TUBS, WOOD
No. 0, per dozen $24 00
No. 1, per dozen 21 00
No. 2, per dozen 19 00
No. 3, per dozen 16 00
F.O.B. Newmarket.
TWINE (COTTON)
5-lb. sack, 3-ply, lb.....$0 94½-0 95
Cones, 3-ply, lb............. 0 91
Do., 4-ply, lb.............. 0 95
VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks. Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 5%
F.O.B. Toronto.
Penberthy Brass Valves
Compodisk Valves 5-2½%
Gate Valves 15%
Regrinding Valves 5%
Swing Check Valves ..... Net List
WARES, ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%.
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 60%.
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.

Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.
WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.
WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz......$68 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London.
WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 50
Bright base 5 50
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.
Stovepipe Wire
No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
6 in., doz.................$12 00
8 in., doz................. 13 50
10 in., doz................. 15 00
14 in., doz................. 21 00
18 in., doz................. 30 00
24 in., doz................. 48 50
36 in., doz................. 81 00
WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E......... 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 30 per cent.
Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 248

Corrugated Sheets

CANADA USES MORE CORRUGATED GALVANIZED SHEETS PER INHABITANT THAN ANY COUNTRY IN THE WORLD. THIS IS LARGELY BECAUSE THE CANADIAN FARMER HAS LEARNED TO DEPEND UPON THIS—

Strong, Fire-Proof Storm-Tight Covering

WHICH PROPERLY APPLIED GIVES IMMUNITY ALSO FROM LIGHTNING DAMAGE.

RELIABLE AND ESTABLISHED MAKERS OF GALVANIZED CORRUGATED SHEETS:

PEDLAR PEOPLE, LTD., Oshawa, Montreal, Toronto, Ottawa, Winnipeg.

GALT ART METAL CO., LTD., Galt.

METAL SHINGLE & SIDING CO., LTD., Preston, Montreal, Toronto, Winnipeg, Calgary.

METALLIC ROOFING CO., LTD., Toronto, Winnipeg.

McFARLANE-DOUGLAS CO., LTD., Ottawa.

WINNIPEG CEILING & ROOFING CO., LTD., Winnipeg.

CROSSEN METAL WORKS, LTD., Winnipeg.

TINKER TOM.

(Look for Talk No. 249 next week.)

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE

	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)

	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	15-17
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	25-27
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs	08-12
White ochre, 100-lb. kegs	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

lb. tins—	
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 5-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)

	Gal.
Dougall white enamel	$8 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

LIME

	Per lb.
English sheet	0 35-0 40
English prima	....
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	53 55
101 to 105	....	65 25
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE

Plates from—	Mont.	Sq. ft. Tor'to
1 to 15 feet	1 65	....
16 to 25 feet	1 95	....
25 to 50 feet	2 15	....
50 to 75 feet	2 20	....
75 to 90 feet	2 25	....
90 to 100 feet	2 30	....

Above prices are net, f.o.b. Montreal Freight charges and casing extra.

Owing to prevailing conditions in the present plate glass situation Toronto quotations and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS
Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine	18 50	18 85

B.B. Genuine Lead, less than tons, $21.00, Toronto; $20.65, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 50
Genuine, 100-pound kegs, per cwt.	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
2s	....
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL
For prices see weekly report

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING
Bronzing liquid, No. 1 | $1.55-$2.15
Banana oil, gal. | 3.50- 7.00
F.o.b. Montreal, Toronto.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40. F.o.b. Toronto.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Egyption Paint, white	4 50
Do., colors	4 35
Moore's Floor Paint	4 25
Moore's Sani-Flat	4 25
Moore's Porch and Desk Paint	5 40
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure, colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett's Everjet Products—

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 80
½ bbls., gal.	0 80	....
5s and 10s, gal.	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55

Everjet Quick-drying Metal—	Mont.
Paint, bbls., gal.	0 80
½ bbls., gal.	0 85
5s and 10s gal.	0 95
Case (12 1's)	11 70

Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 10

Carbosota Liquid—	
Barrels	0 56
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons) case	9 60
Shingle Varnish	8 75

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per lb.
In barrels, about 600 lbs.	0 50
In kegs, about 250 lbs.	0 50½
In 50 lb. and 100 lb. drums.	0 51
In 25 lb. drums	0 52
In 1 lb. packets, 100 lbs. in case	0 54
In ½ lb packets, 100 lbs. in case	0 56

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH

Cwt.	1 20

PUTTY
See Weekly Report.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c: Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN

Barrels, 100 lbs.	$11 50
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

Shellac gum—	Per pound
TN	....
Finest orange	....
Bone dry white	....

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Varn Off	2 60
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $2.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
Jasperite Interior	3 75
Jasperite Pale Hard Oil	2 75
Jasperite Indestructo Varnish	3 75
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 50
M-S Finest Interior	4 84
Elastic Interior	....
Mar-not	4 40
Quick Action House Rexspar	5 64
Scar-Not	4 84
Kyanize Spar	....
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 [illegible]
Ramsay's Universal	3 45
Ramsay's 7-20	2 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls	..
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg	..
½ gal. package, per pkg	0 [illegible]
Coralite, 5-lb. pkgs., white	9 50
Coralite, 5-lb. pkgs., colors	9 50
B.H. Frescota, 5-lb. pkgs., white	7 [illegible]
B.H. Frescota, 5-lb. pkgs., colors	8 40
Perfecto Wall finish, white, 5-lb. pkge., lb.	0 07½
Tints, 5-lb. pkge., lb.	0 08

F.o.b. Montreal, Toronto.

WASTE

Cream, Polishing	$0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 1	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 12¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX

	Per lb.
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 85
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 45
Ramsay's	0 40
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL

	Per gal.
In five gallons	2 70

F.o.b. Montreal, Toronto, London

A safe and certain line for all Hardwaremen

25 years reputation

No. 14

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto Telephone Main, 6510

Made by THE MAB CO., Birmingham and Sheffield, England

Double Action for Municipality Gopher Poison Business

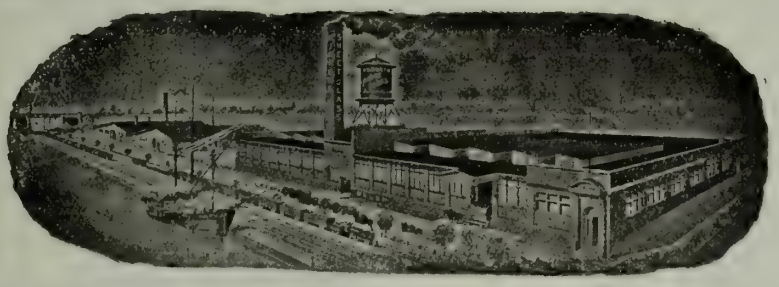
We make a special drive for Municipality Business which will be backed up by our regular advertising. You supply direct action by stocking **"MY OWN" Gopher Poison.** We support you with our special municipality prices. Write for our tender order forms.

Mickelson's Blue Cross Farm Remedies are profitable to handle. A special advertising campaign backs you up on this also.

ANTON MICKELSON CO. LIMITED, 125 Pacific Avenue, WINNIPEG, MAN.

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $17.20; chilled, $18.70; buckshot, $18.00; ball, $18.40.

Dominion Metallics — B.B. Cape, $3.50; C.B. Cape, $4.40; 22 Short Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black, $5.87; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smokeless, $10.30 per M. net. Centre Fire Pistol, 41½%; Centre Fire Sporting, 41¼%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	85	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		55 00

BAR IRON

Bar Iron—Round and Square, ⅜" to 2", $5.25 base, over 2" and including 3", $6 base. Round over 3" to 6", $6.25 base. Round and square, 3-16, ¼ and 5-16", $6.25 base. Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 80
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... 84c lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8.00; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable.

Class A	60%
Class B and C, off new list	60-10%
Bushings	10%
Unions	30%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$16 00	$22 00
26 to 40	17 00	22 00
41 to 50	19 50	25 00
51 to 60	20 50	25 50
61 to 70	21 50	27 00

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$11 75
28 Am. or 26 Eng.	11 35
26 Am. or 26 Eng.	11 05
24	10 90
22	10 90
18 and 20	10 75
16	10 65

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set	$2 00
Mrs. Pott's No. 50, set	2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	18 25

LANTERNS

No. 2, plain	$18 00
No. 25, Dash-board	17 50
Short Globe, doz.	18 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $15.21.

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	...
New Century B	....
New Idea	...
Snowball	....

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar Polish, No. 1	$12 60
O-Cedar Polish, No. 3	12 60
Self-Wringing	5 75

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.75 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, per 100 lb.	$24.00
Clipper, unspun, per 100 lbs.	22.50
Plumbers, per 100 lbs.	12 00

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 50c, Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c. Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stevens' barn	2 35
Stevens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 86	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 90

PLASTER PARIS, per bbl....$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $10.25 18 x 24, ordinary, $10.25; 20 x 28 ordinary, $10.50.

"The World is Painting Buy Early"

Stephens'

REGISTERED TRADE MARK

Every indication points to the imperative necessity of early buying. Reports from domestic sources and abroad show the certainty of extensive painting throughout the Dominion and the world.

The great revival of building and the completion of vast plans interrupted by the war are but a part of the forces now acting to create a remarkable season for paints and varnishes. Order early.

Ask about a Stephens' Agency
It's a paying proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c; No. 12,65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 25½c base; pure Manila, 32¼c base; British Manila, 29¼c base; latth yarn, 24½c base; African hemp, 29¼c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2 ½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 65 %; flat head, 67½%; round head, brass, 47½%; flat head, brass, 50%; coach, 35%.

Set Screws, 35%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10-gauge	$8 00
12-gauge	8 05
14-gauge	8 10
16-gauge	8 20
18-20-gauge	8 80
22-24-gauge	8 85
26-gauge	8 90
28-gauge	9 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 20
Household, japanned	.....
Superba, nickeled	.....

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 45 to 46c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, 65% flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $5.75 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.00 base; other sizes, $5.75 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 30	$....	$....
No. 1	2 65	4 75	3 60
No. 1½	3 95	7 15	5 35
No. 2	5 60	10 00	8 75
No. 3	8 65	13 35	12 00

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 86
Cotton, 3-ply, balls	0 90
Cotton, 4-ply, cones	0 90
Cotton, 4-ply, balls	0 95

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey, 40-12½% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list, plus 32%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
Pieced Tinware, copper bottoms, list, plus 83½%.
Sheet-Iron Ware, list, plus 32%.
Light Galvanized Pails, plus 30%.
Tubs, list plus 30%.
Heavy Galvanized Pails and Tubs plus 41%.
Jap. Coal Hods, list, plus 77%.
Galvanized Coal Hods, list, plus 62%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, Polishing	$0 22

WHITE

XXX Extra	$0 21
XX, Grand	0 19¾
XLCR	$0 18½
X Empire	0 17¼
X Press	0 16

COLORED

Fancy	0 17
Lion	0 15½
Standard	0 14
Popular J	0 12½
Keen	0 11

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg. Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.25 per 100 sq. ft.; in 50-fot. rolls, $3.25 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.00 Winnipeg, $6.50 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricurtural—	
6-inch	$7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6-inch	$1 10
8-inch	1 18
10-inch	1 75
14-inch	2 13
18-inch	2 75
24-inch	4 00
36-inch	7 43
Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 58

	—Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

WRINGERS

Eze. $62.55 per dozen. Reliance

Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal Toronto Winnipeg

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

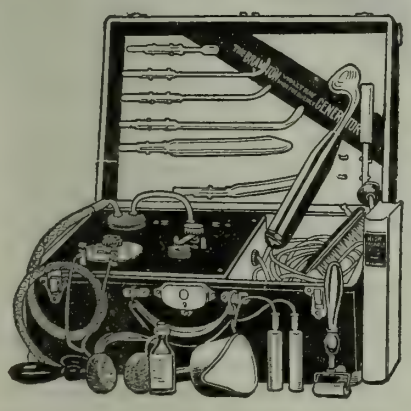
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



BRANSTON

VIOLET RAY

HIGH FREQUENCY GENERATORS

Your customers look to their electrical and hardware dealer for everything new in their respective lines. It is just as much to their interest—and your own—to offer them Branston Generators as it is to sell electric washers, cleaners, etc.

Branston Generators help to get and hold the greatest of all blessings—HEALTH.

They bring relief to many dreaded ailments and stimulate and invigorate the entire body.

They are easy to use, absolutely safe, and—with proper care—will last a lifetime.

Branston Generators put in a prominent place in your store will arouse the interest of practically every one who enters the store—and a demonstration is a sure sales starter because its benefits are so apparent the first time the machine is used.

Write for literature giving all the facts about this interesting, profitable and prestige-building line.

GREAT WEST ELECTRIC CO., LIMITED

Distributors of LACO TUNGSTEN and NITRO LAMPS

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

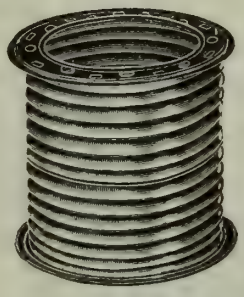
Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Screw Thimbles



Size
6" wall extends 4—7½"
6" floor extends 6—12"
7" wall extends 4—7½"
7" floor extends 6—12"
Approximate Shipping Weight Crated, Per Crate 30 lb.
Put up half dozen to crate.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

MEHASCO

Mehasco Pocket Knives

This line is justly becoming famous, owing to its quality and finish. We carry a large stock and guarantee each blade. The customer must be satisfied. Blades are made from highest grade steel and proper assortments are in stock for Western trade. Large range in Horn, Celluloid and Vulcanized Handles with Leather Punch; the same in Cattle Knives and a still larger range in small Penknives with two and three blades.

We would be pleased to forward samples for inspection to any account on whom our travellers do not call regularly.

Merchants' Hardware Specialties, Limited
Calgary

ALLEN FLUX
NON-ACID—FOR SODERING

Will solve your sodering problems. It will soder any metal to any metal (including aluminum); and make a joint three times as strong as muriatic acid flux; and do it easily and quickly Put up in the form of sticks, liquid, paste and salts.
Order it from your supply house.
Write us for sample—giving your dealer's name.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

1869 **1919**

Golden Jubilee

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Trademark Largest Wholesale *Behind Canada's Hardware House*

Kyanize

KY-AN-IZE

Varnishes and Enamels

A Business Building Profitable Line for Exclusive Agents

A bigger and better advertising campaign, including strong, powerful advertisements in the leading magazines, backed by the most effective lithographed display material for dealers' stores and windows, is only part of the Kyanize Exclusive Agency Proposition this year.

In addition to this, all established Kyanize Agents are offered new business-building lines that will be highly advertised.

Do not place your paint and varnish orders, Kyanize Agents, until you have had an opportunity to see the new plans. Wait for the Ashdown salesman before placing your orders. If you can't wait, write us **to-day.**

Live Dealers in Unassigned Territory

The Kyanize Exclusive Agency will positively bring you greatly increased business. It has doubled the varnish and enamel business for other dealers and it can do the same for you. If there is now no Kyanize Agent in your town, write us **to-day.** We have a proposition that cannot fail to interest you. A postal will do —but send it **to-day.** Just say "Give us particulars on the Kyanize Exclusive Agency."

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammonia
The Engineers' Supply Co., Winnipeg, Man.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Lyman Tube & Supply Co., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Barealo Mfg. Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Bowton Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
Smith & Hemenway Co., Irvington, N.J.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg, Man.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bearings
The Lyman Tube & Supply Co., Montreal.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Plewes Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.
Plewes Ltd., Winnipeg, Man.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.
Wentworth Mfg. Co., Hamilton, Ont.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
Galt Robe Co., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Give Your Business
The Protection It Needs

By always buying Goods of Recognized Quality.
You are sure of getting *Dependable* Goods by *Always* placing your orders with us.
We carry most of the **Nationally Advertised** Lines of Hardware.

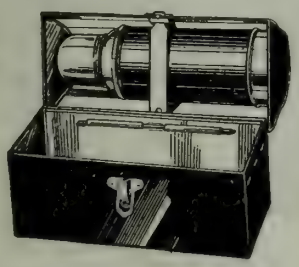
THERMOS SERVES YOU RIGHT

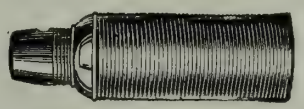
Food or Drink Hot Without Fire Cold Without Ice When, Where and As You Like

Actual Reproduction of No. 1919 Assortment. ***Order one to-day.***

We Are Headquarters for Genuine THERMOS Products

THERMOS Lunch Kits
for Everyday.





We Carry All Sizes and Finishes in Stock

To Delay a Necessary Purchase is to Lose Money

Send Us Your Mail Orders

THERMOS for Hot Days
THERMOS for Cold Days

SERVICE

Wood, Vallance, Ltd.

"The Name is a Guarantee of Merit"

Wholesale Hardware Cutlery

SPORTING GOODS, STOVES, AUTO SUPPLIES

WINNIPEG
CANADA

SATISFACTION

WOOD, ALEXANDER & JAMES
Hamilton & Toronto

WOOD, VALLANCE & ADAMS, Ltd.
Calgary, Alberta

WOOD, VALLANCE & LEGGAT, Ltd.
Vancouver, Britsh Columbia

WOOD, VALLANCE HARDWARE Co., Ltd.
Nelson, British Colombia

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog.

Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liuid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains, Roller Block, Drive and Conveyor
The Lyman Tube & Supply Co., Montreal.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Bails
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

For forty years the accuracy of machine shop work has been measured by

Starrett Tools

Catalog No 21 "MA" sent on request

The L.S. Starrett Co.
THE WORLDS GREATEST TOOLMAKERS
MANUFACTURERS of HACK SAWS UNEXCELLED
Athol, Mass. U.S.A.

42-19

Starrett Tools

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
The Lyman Tube & Supply Co., Montreal.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Dashes, Buggy and Carriage
McKinnon Industries, Ltd., St. Catharines, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Doubletrees
West-Woods, Ltd., Winnipeg, Man.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kempass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Pratt & Whitney Co. of Canada, Ltd., Dundas, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
The Lyman Tube & Supply Co., Montreal.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., Wellingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
The Lyman Tube & Supply Co., Montreal.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto
The Lyman Tube & Supply Co., Montreal.
The Northern Electric Co., Ltd., Montreal, Que
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Eveners for 2, 3, 4, 6 and 8 Horses
D. Ackland & Son, Ltd., Winnipeg, Man.
West-Woods, Ltd., Winnipeg, Man.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont
The Steel Co., of Canada, Ltd., Hamilton, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christianson Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
Alex. McArthur & Co., Montreal, Que.
J. H. McComb, Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Plewes, Ltd., Winnipeg.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co, Montreal
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
DesRochers Ltd., Montreal, Que.
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
Plewes Ltd. Winnipeg, Man.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
The Lyman Tube & Supply Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
Galt Rebe Co., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
The Lyman Tube & Supply Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Plewes Ltd., Winnipeg, Man.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Jardinieres
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Sathnette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Mundet-Ish & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal.

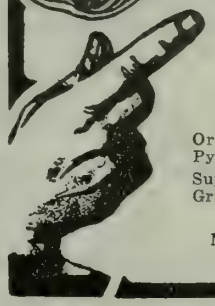
OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

R-ME and NA-V Polishes
(WATERPROOF)

A polish for use on automobiles, furniture, pianos and all artistic woodwork, where a perfect finish is required. Our polish will not turn blue, nor will water wash it off, it will retain its gloss, and with a small can, a large surface can be polished.

To enterprising dealers we are prepared to offer special terms. Exclusive territory. And advertise for him in his district.

Write us for full particulars, which will be gladly given.

A sample will be sent you for your careful and scrutinizing test.

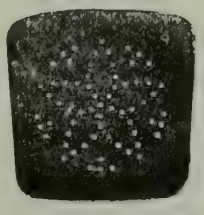
ARMY & NAVY MFG. PRODUCTS REG'D
26 Jurors St., Montreal
We make a LIGHT Floor Wax that you can sell quickly.

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens, Wire Rope and Fittings.

Hamilton - - Canada

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

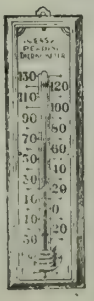
Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



"EASY-READING" THERMOMETERS

Enameled Scales,
Magnifying Spirit Tubes,
Assorted Wood Backs

8 and 10 inches high. *Packed half-dozen in a box.*
Easel Display-Card with each Dozen
Ask Your Jobber.

THE LARGE-PIKE THERMOMETER CO.
TROY, N.Y., U.S.A.

THE BUYERS' GUIDE

Lamps, Nitrogen
North American Hardware Co., Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,
North American Hardware Co., Ltd., Montreal

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Plewes Ltd., Winnipeg, Man.

Leather Belting and Soles
Plewes Ltd., Winnipeg, Man.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co. Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
H Paulin & Co., Toronto, Ont.
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Logging Chain Hooks
McKinnon Industries, Ltd., St. Catharines, Ont.

Lugs for Silos
McKinnon Industries, Ltd., St. Catharines, Ont

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Canadian Warren Axe & Tool Co., St. Catharines, Ont.
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
Marricott & Tynan, Ltd., Winnipeg, Man.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.
McKinnon Industries, Ltd., St. Catharines, Ont

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
The Lyman Tube & Supply Co., Montreal.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Canada Linseed Oil Co.
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oil Storage Systems
Gilbert & Barker Mfg. Co., Springfield, Mass.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

SLEDGES

No. 93

Press forged by slow process to preserve structure of steel—scientifically tempered—sand blasted. Thoroughly guaranteed tools for all classes of work.

THE WARREN TOOL & FORGE CO.

234 Griswold Street WARREN, OHIO

OAKEY'S "WELLINGTON KNIFE POLISH.

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

Our Step-Ladder Chairs are Winners

Also Step-ladders, Ironing Boards, Curtain Stretchers, Hercules Wire Stretchers, Reversible Drip Tub-stands, Clothes-bars, Eureka Post Hole Diggers, Malleable Iron Tank or Silo Lugs and Well Points.

Prompt attention given your enquiries.

Otterville Mfg. Co., Limited

OTTERVILLE, ONT.

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

ackings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Engineers' Supply Co., Winnipeg, Man.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conducter
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conducter
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Barcalo Mfg. Co., Buffalo, N.Y.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hunley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
The Lyman Tube & Supply Co., Montreal.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.
Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.
Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que..
Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.
Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.
Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.
Rod ends
J. H. Williams & Co., Brooklyn, N.Y.
Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.
Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.
Rods, Straightened
The Graham Nail Works, Toronto.
Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Barrett Co., Ltd., Toronto, Ont.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.
Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Rope Grips
Coleman Fare Box Co., Toronto.
Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.
Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.
Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Sand Paper
United States Sand Paper Co., Williamsport, Pa.
Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.
Saws, Crosscut and Band
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, On
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Sawset
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.
Saws, Hack
The Crescent Co., Meriden, Conn.
Saws, Compass
The Crescent Co., Meriden, Conn.
Saws, Coping
The Crescent Co., Meriden, Conn.
Saws, Butchers', and Kitchen
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Fry's (London), Limited, London, Eng.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saws, Hack
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.
Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.
Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Northern Electric Co., Montreal.
Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.
Scoops
Canadian Shovel & Tool Co., Hamilton, Can.
Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.
Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.
Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.
Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.
Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.
Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.
Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.
Seats
Canadian Veneering Co., Acton Vale, Que.
Separators
Sharples Separator Co., West Chester, Pa.
Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.
Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.
Sheeting
Alex. McArthur & Co., Montreal, Que.
Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.
Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.
Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.
Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Shovels
Canadian Shovel & Tool Co., Hamilton, Can.
Shovels, Snow
Coleman Fare Box Co., Toronto.
Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.
Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.
Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.
Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.
Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Silo Lugs
Otterville Mfg. Co., Otterville, Ont.
Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
The Burrowes Mfg. Co., Toronto.
Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont
Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Ski
The Northland Ski Mfg. Co., St. Paul, Minn.
Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.
Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Snips (Tinner)
Wiebusch & Hilger, New York.
Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.
Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.
Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.
Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.
Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.
Plewes Ltd., Winnipeg, Man.
Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spades
Canadian Shovel & Tool Co., Hamilton, Ont.
Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.
Spanners
Williams & Co., J. H., Brooklyn, N.Y.
Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponges
Evens & Co., Ltd., Montreal, Que.
Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.
Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.
Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.
Squares
The Crescent Co., Meriden, Conn.
Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.

THE BUYERS' GUIDE

A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spiedman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Stucco Board
Bishop-ic Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, for Paint Oils, Oil, Gasoline, Kerosene, etc.
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks and Pumps, Lubricating Oil Storage
The S. F. Bowser Co. of Can., Ltd., Inc., Toronto.

Tanks, Storage
Gilbert & Barker Mfg. Co., Springfield, Mass.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montrea

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Dee Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

THE BUYERS' GUIDE

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubes, Boiler
The Lyman Tube & Supply Co., Montreal.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E G Goodeiham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel, Flexible and Metallic
The Lyman Tube & Supply Co., Montreal.
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
Plewes, Ltd., Winnipeg, Man.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
The Presto Patch Co., Toronto, Ont.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wagon Woodwork
West-Woods, Ltd., Winnipeg, Man.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Bemis & Call Hardware and Tool Co., Springfield., Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.,
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, C.

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

Announcing—

THE TUBE COMPANY OF CANADA, LIMITED

Toronto

Our New Plant Will Be in Full Operation About March 15

Welded Steel Tubing will be manufactured for all commercial purposes in sizes from ⅜-inch to 2-inch outside diameter and from 14 to 22-gauge in thickness.

Capacity up to 30,000 feet per day of hot or cold rolled finish.

We will be glad to quote price and delivery on customers' own specification.

THE TUBE COMPANY OF CANADA, LIMITED

233 Dufferin Street

Telephone Parkdale 706

TORONTO -- ONTARIO

Here Is a Line That Is Growing In Demand

There has always been a need for a tough Kraft paper coated with asphalt to make it waterproof and durable. Therefore, when we put this paper on the market under the name

Climax Sheathing Paper

there was a demand waiting for it.

Climax is the ideal paper for damp-proofing, wind-proofing and insulating purposes. Architects and contractors recognize it as unexcelled for use between footing and foundation of buildings; between foundation and wall; underneath floors in houses; on walls before lath and plaster are put on.

Climax makes a building dry. It makes it cooler in summer and warmer in winter. It saves coal. With the large number of uses of Climax Sheathing Paper—and its exceptional quality considering its low cost—there is splendid opportunity for hardware dealers to build up a large trade for it in their localities. Our consumer advertising will assist them to increase their sales.

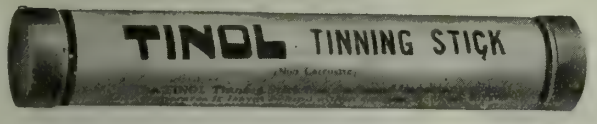
Have you had Samples and Prices

Brantford Roofing Co., Limited

Head Office and Factory: Brantford, Canada

Branches: Toronto, Montreal, Halifax, Winnipeg

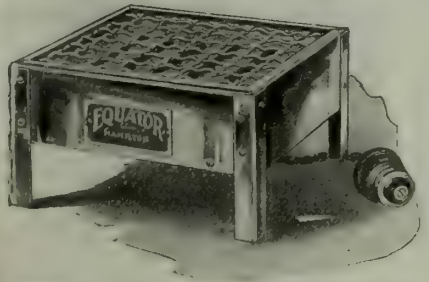
TINOL STICK (NON-CORROSIVE)



The TINOL Tinning Stick is a new form of solder and flux combined, as it contains a large percentage of solder, when the stock begins to melt it not only fluxes the joint to be soldered, but tins it as well. This feature enables the solder to flow freely on difficult and smal lwork. As it contains no form of acid, there is no danger of after corrosion. It can also be used for all kinds of tinning without the use of solder.

Manufactured by HESS & SON, Philadelphia, Pa. **E. G. GOODERHAM, 24 King St. W., Toronto, Canadian Selling Agent**

EQUATOR TOASTER STOVES



Several Types

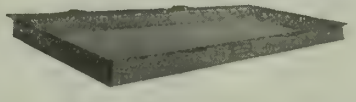
THE READY STEADY SELLER

500 Watts. Cat. No. A3. H.E.P.C. APP. 115

EQUATOR MFG. CO. - Hamilton, Can.

Welded Steel Sap Pans

Make Syrup with the Maple taste



Owing to the high price of Maple Evaporators you will find our welded Sap Pans ready sellers.
Our Sap Pans are welded throughout practically a one-piece pan; as there is no solder used it will not leak no matter how much it burns if it boils dry. Finished around top with heavy angle steel, strong and durable.

Send for Maple Evaporator Booklet.

The Steel Trough & Machine Co., Ltd.

Tweed, Ontario, Canada

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

JC SPRAY CHEMICALS

BORDO-ARSENATE

Ideal for Potatoes and Garden Truck

An inexpensive, ready-mixed preparation, a combination of Cal-Arsenate and Bordeaux Mixture.

Put up in Paste and Powdered form, every package carrying a guaranteed analysis.

The paste contains 2½% Metallic Copper and 10% Arsenic Oxide.

The powder contains 6¼% Metallic Copper and 25% Arsenic Oxide.

Like every J. C. product, it is of highest quality, *chemically accurate* and *physically perfect.*

Write for up-to-date Spray Booklet.

Other J. C. Sprays:

CAL-ARSENATE
LEAD ARSENATE
BORDEAUX MIXTURE
BORDEAUX DUST

Made in Canada by

John Cowan Chemical Co.
LIMITED
1 Dalhousie Street Montreal

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

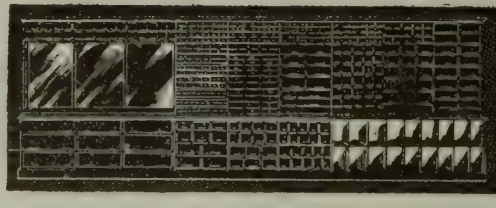
EXCELSIOR WIRE CO., LIMITED
VICTORIA SQUARE, MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England.
Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

F. E. LINDSTROM
SWEDEN

PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

"TIP ON"

"FROST KING" WEATHER STRIP

BOOK NOW FOR NEXT SEASON

The people demand it now after trying others.

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED

KITCHENER, ONT.

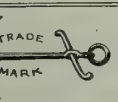
Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

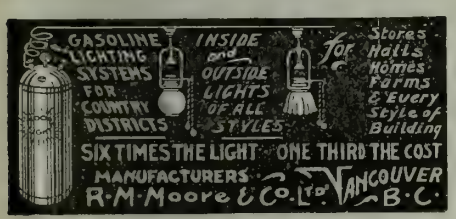
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

DOMEKO BABBITTS

For High Speed Electric Motors and Heavy Pressure Service

THEY ARE NOT EXCELLED
Catalogue, and particulars on request.

The Dominion Metal Company, Ltd.
SHERBROOKE, QUE.



Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

To The Trade

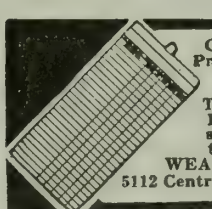
Reed & Coombs (successors to Copp Stove Co.)
Empire Ave., Fort William, Ont.

Having taken over all the patterns of the Copp Stove Co. we are making all repairs for the stoves made by the Copp Co. Orders for the same will be filled promptly. General Foundry Jobbing and Nickle-plating.

TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

CROWLEY'S
ADSIGN Registered RAINPROOF COLOR
for use on Cotton or Mat Board
Manufactured by C. R. Crowley 667 St. Catherine W MONTREAL

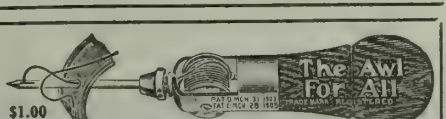


Convenient, Efficient Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT



$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

CLIMAX PAPER BALERS

ALL STEEL--- FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—FIRST-CLASS TINSMITH EXPERienced in shop work and furnace installations. Steady position to the right man. Apply at once to Whyte & Orr, Ltd., Daysland, Alta.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — FIRST-CLASS SHEET IRON worker, one used to working 16 gauge up to 10 gauge sheet steel; capable of laying out any kind of work and taking charge of shop. State experience and age. A. E. Holmes & Bro. Co., Port Arthur, Ont.

TERRITORIAL MANAGER WANTED. WE make a big line of Sanitary Wire-grip Brushes, Dustless Mops and Dusters that are sold direct to the better class of homes by special salesmen who take the orders and later make deliveries and collections. We want a man who is financially able to carry a small stock to supply his salesmen and to such a man offer a good opportunity to build up a permanent, profitable business. Several good locations yet available in Canada. We shall also be pleased to hear from men who desire to sell a good line, as we now have several Canadian branches to supply specialty salesmen. Tell us all about yourself and we will send full details. North Ridge Brush Co., 247 Clark Ave., Freeport, Ill.

RETAIL HARDWARE CLERKS

Large Western Wholesale Hardware House has openings for ORDER CLERKS, CHECKERS and TRAVELLING SALESMEN who have had RETAIL EXPERIENCE. Apply, stating experience and giving references, to Box 328, Hardware & Metal.

HELP WANTED

WANTED—HARDWARE CLERK FOR RETAIL store; state age, experience and wages required. Geo. W. McDonald, North Bay.

MANUFACTURER AUTO ACCESSORIES REquires representative Ontario, also Quebec. Box 318, Hardware and Metal, Toronto.

TRAVELLERS—SALESMEN, CITY AND ROAD, will find our Waterproof Floor Wax and Polishes lucrative lines. Liberal margins to the retailer and selling helps. To those of high calibre with established connection we offer exclusive territory and active co-operation. Credentials essential. Kendall Merton, 12A Belmont Place, Montreal.

WANTED — HARDWARE SALESMAN WITH window dressing experience, half time occupied in window dressing. Give age, salary and experience. Mills Hardware Co., Hamilton.

An Opportunity

THERE is an opening in the editorial department of HARDWARE AND METAL for a thoroughly trained hardwareman, who possesses initiative and executive ability. He must be a man who can develop into a forceful writer on business subjects pertaining to the hardware trade. This position offers splendid possibilities on the largest and fastest growing trade newspaper in Canada. HARDWARE AND METAL is one of the sixteen papers published by the MacLean Publishing Company. The successful applicant will be located at the Toronto office of the Company. Address all letters to MANAGER, HARDWARE AND METAL, 143 University Ave., Toronto, Canada.

WANTED

Jobbing agents calling on hardware dealers, machinery users, automobile trade and garages to handle first grade products of Canadian manufacturing Company. Applicants must be well established and able to carry stocks. Remuneration — commission on all sales in the territory covered. Replies should state full particulars as to area covered, etc.

Box 311, Hardware & Metal

SITUATIONS WANTED

YOUNG MARRIED MAN, STEADY HABITS, with ten years' experience as store manager, would like to get a position in a city store. Address Box 323, Hardware and Metal.

WANTED — TO REPRESENT, HARDWARE manufacturer, general or specialties for Alberta, British Columbia and possibly Saskatchewan. No line too large for experience, mainly on own behalf in retail and wholesale. Open after June first. Box 320, Hardware and Metal.

FIRST-CLASS HARDWARE SALESMAN, 27 years old, single, eight years' thorough experience, seeks position with progressive Western or Ontario firm. Box 313, Hardware and Metal.

ELEVEN YEARS VALUABLE EXPERIENCE, including management of my own hardware store is offered by single returned man, 31 years old, to manufacturer needing a traveller, buyer or manager, or useful man in other position than clerking. Box 303, Hardware and Metal.

COMMISSION AGENT CALLING ON THE mining and lumbering business in the Cobalt and Porcupine District wants a few good lines. A. Lalonde, Box 131, Timmins, Ont.

FOR SALE

FOR SALE — OLD-ESTABLISHED, CENTRAL hardware store — going, prosperous concern, located at one of the most rapidly developing Ontario cities. An entirely exceptional opportunity. Box 330, Hardware and Metal.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixty years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

Hardware Stock For Sale

WANTED—Offers for First-Class Stock of Shelf and Heavy Hardware; going concern. Stock about $20,000.00, well kept and well assorted. Situated in the best town in New Ontario. Reason for selling—Advancing years and poor health. Present premises can be rented. Apply to Box 321, Hardware and Metal.

For Sale
Mild Steel Plates

About 2,265 3/16" mild steel plates 32½" by 40½"; also 4,666 (approximately) mild steel discs 12⅜" diameter cut out of 3/16" mild steel. All this material is in perfect condition and will be sold to the highest bidder. Offers invited for the whole or part. F.O.B. West Toronto. For further particulars, apply Box 306, Hardware and Metal.

WANT ADS CONTINUED

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE IN OSHAWA

ONE OF THE BEST HARDWARE BUSINESSES in Ontario. Stock in A1 condition, and complete in every respect. Will require $40,000 to purchase stock and real estate. Turnover and profits are in proportion to investment. To anyone wanting a real live business this proposition is worth while. Personal applications only will receive attention. Please 'phone or wire when coming. John Bailes & Sons, Oshawa, Ont.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

SEE OTHER WANT AD. PAGE

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

WHERE VALUE COUNTS

Our policy always has been and always will be to give men who shave the most razor value for their money.
Whether a customer pays $2.00 for a razor or $5.00, he wants a good shave.
We have put the material and workmanship into G. W. Korn's Razors which assure men getting the maximum number of shaves out of them. The line is big—the profits worth while.

GEO. W. KORN RAZOR MFG. CO., - - - LITTLE VALLEY, N.Y.
Canadian Office: 140 McGill Street, Montreal

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd..... 101
Adams & Elting Co. 31
Allen & Co., Ltd., L. B..... 92
American Enameled Products Co. ... 20
American Pad and Textile Co. 31
Army and Navy Mfg. Co. 111
Ashdown Hardware Co., J. H..... 93

Barnett Co., G. & H..... 29
Barrett Co., The 77
Beatty Bros., Ltd. 83
Berry Bros. 73
Bissett & Webb, Ltd. 92
Bowser Co., Inc., S. F..... 36
Brantford Roofing Co. 109
Brett Co., The 92
British Smelting and Refining Co.... 17
Butcher & Co., J. H..... 111
Butterfield & Co. 4

Cameron & Campbell 110
Canada Decalcomania Co., Ltd. 111
Canadian Flexible Skate Co. 14
Canada Metal Co. 79
Canada Steel Goods Co., The..... 3
Canada Wire and Iron Goods Co..... 101
Can. Foundries & Forgings Co., Ltd. 9
Canadian K K Co..... 20
Canadian National Carbon Co..... 81
Canadian Iron and Tube Co..... 23
Canadian Veneering Co. 101
Canadian Yale & Towne Co..... 20
Canadian John Wood Mfg. Co..... 101
Caron Bros. 111
Chicago Flexible Shaft Co..... 11
Clayton & Lambert 83
Cleveland Stone Co. 20
Climax Baler Co. 111
Coghlin Co., Ltd., B. J..... 87
Collette Manufacturing Co. 22
Consumers Cordage Co. 10
Cowan Chemical Co., John 110
Crane, Limited 30
Crescent Co., The 22
Crookes & Son, Jonathan 83
Crowley, C. R. 111

Davidson Mfg. Co., Ltd., Thos..... 14
Dennis Wire and Iron Works Co..... 16
Diamond Saw and Stamping Works.. 111
Dominion Cartridge Co. 34
Dominion Metal Co., Ltd..... 111
Dominion Sheet Metal Corp..... 85
Doon Twines, Ltd. 111
Dorken Bros., Ltd..... 113

Eddy Co., Ltd., E. B.....Front cover
Edelmann & Co., E....Inside front cover
Equator Manufacturing Co. 109
Eureka Planter Co. 25
Evans, W. T..... 111
Excelsior Wire Co., Ltd. 100
Evans & Co. 22

Fraser & Co. 13
Frost King Weather Strip Co..... 110

Gendron Manufacturing Co. 23
Glidden Co., The 71
Gooderham, E. G. 109
Graham Nail Works 103
Geeb Co., The 110
Great West Electric Co. 91
Guelph Spring and Axle Co..... 111
Gutta Percha and Rubber Co..... 8

Hamilton Stamp and Stencil Works, Ltd. 111
Hamilton Stove and Heater Co..... 6
Howland, Sons & Co., H. S..... 1
Hutton & Co., James..... 83
Imperial Oil, Ltd. 33
Imperial Bit and Snap Co. 30
Ingersoll File Co., Ltd..... 22

Jacobs Manufacturing Co. 16
Jardine & Co., A. B..... 23
Jennings Mfg. Co., Russell 111
Johnson & Sons, C. H..... 30
Kent, Garvin & Co. 30
Keystone Manufacturing Co. 30
Kinzinger, Bruce & Co., Ltd..... 111
Korn Razor Co., Geo. W..... 113

Laidlaw Bale and Tie Co..... 23
Lamplough & Co., F. W..... 110
Landers, Frary & Clark 2
Large-Pike Thermometer Co. 101
Leslie & Co., Ltd., A. C..... 36
London Rolling Mills Co. 79
Lufkin Rule Co. of Canada, Ltd..... 114

Mab Company, The 87
Manitoba Iron and Steel Corp..... 91
Martin Co., The L. 101
Mayhew Steel Products Corp..... 24
McArthur & Co., Alex 103
McClary Manufacturing Co. 5
Mcdougall Co., R. 29
Megantic Broom Co. 24
Merchant Hdw. Specialties, Ltd..... 92
Mica Co. of Canada, Ltd..... 111
Moore & Co., R. M..... 111
Moore & Co., Ltd., Benjamin..... 69
Morrison Brass Co., James..... 19
Myers & Bro., F. E..... 79
Myers Co., C. A. 111

Nagle & Co., H. 26
National Stamping and Elec Wks ... 83
Niagara Falls Metal Stamping Co..... 26
Nicholson File Co. 21
Nineteen Hundred Washer Co. 25
Norcross & Sons, C. S. 13
North Bros. Manufacturing Co 17
Northern Bolt, Screw & Wire Co., Ltd. 24
Nova Scotia Steel & Coal Co..... 79

Oakey & Sons, John 103
O-Rib-O Manufacturing Co..... 92
Ottawa Paint Works, Ltd.....
Inside back cover
Ottawa Trading Co. 26
Otterville Manufacturing Co. 103
Owen Sound Wire Fence Co..... 111
Owl Metal Co., Ltd. 109

Parmenter, Bulloch & Co. 27
Pink & Co., Thos. 24
Prairie Chemical Co. 87
Prairie City Oil and Mfg. Co..... 92
Progressive Manufacturing Co. 87

Ramsay & Son, A. 75
Reed & Co., George W..... 28
Reed & Coombs 111
Renaud Motor Supply Co. 29
Rock Island Manufacturing Co..... 28

Savage Arms Mfg. Corp.....Back cover
Sherwin-Williams Co. 56, 57
Shaw & Son, A. 110
Shurly Co., T. F. 27
Shurly, Dietrich Co. 30
Simms & Co., T. S. 73
Simonds Canada Saw Co., Montreal.. 26
Spielman Agency 110
Stark Rolling Mill Co., Ltd..... 15
Starrett Co., L. S. 97
Steel Trough and Machine Co..... 109
Stephens Co., G. F. 89
Still Manufacturing Co., J. H..... 27
Stover Mfg. and Engine Co..... 27

Taylor-Forbes Co. Ltd. 18
Toronto Plate Glass Importing Co... 87
Trees & Co., Samuel 19
Trimont Manufacturing Co. 29
Turner & Sons, J. J..... 92
Tube Co. of Canada, Ltd., The..... 108

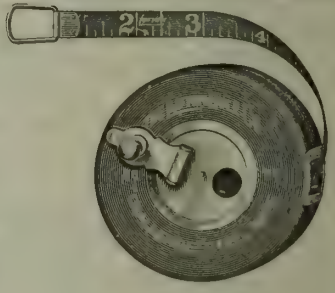
Union Iron and Metal Co..... 28
United States Sand Paper Co..... 28

Vol-Peek Manufacturing Co..... 26

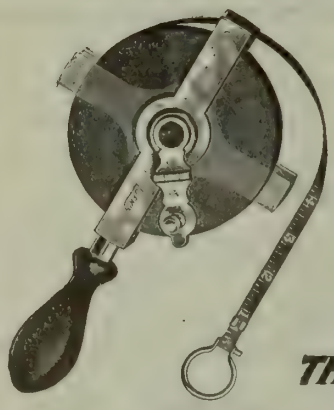
Warren Tool & Forge Co. 103
Weaver Beach Co. 101
Western Wire and Nail Co. 110
Wiebusch & Hilger, Ltd. 10
Wilckes-Martin-Wilckes Co. 111
Wilkins Co., Geo. H..... 111
Wilkinson & Kompass 101
Williams & Co., J. H..... 21
Wilt Twist Drill Co. of Can., Ltd... 7
Woods & Co., Walter 18
Wood-Vallance, Ltd. 95
Wrought Washer Co. 18

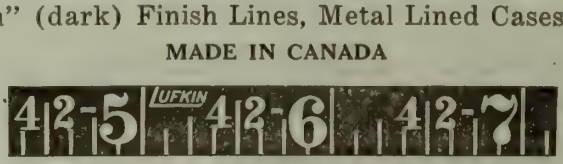
LUFKIN

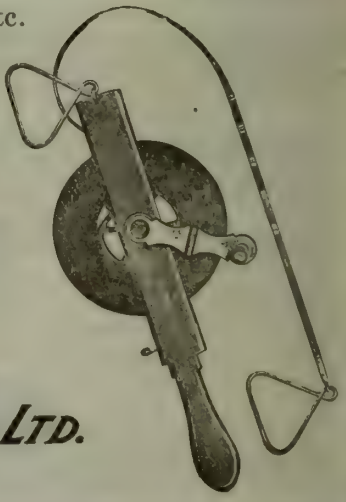
MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA







The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

TRADE MARK REGISTERED

"Paints and Varnishes for Every Purpose"

G

is for good, glisten, gleam, glitter, glow, gorgeous, gratifying and guaranteed —some of the characteristics of Jas-per-ite.

Ottawa Paint Works, Limited
OTTAWA, CANADA
Branches: Montreal, Toronto, Vancouver

Jas-per-ite

The Present-Future Varnish

"It wears and shines like Jasper."

The Jas-per-ite line covers a multitude of uses that enable you to turn inquiries into orders.

Jas-per-ite Exterior—a varnish for general use on the exterior and interior of buildings, carriages, canoes, etc.

Jas-per-ite Hard Oil Finish—a finish for interiors only—a very pale varnish that enhances the beauty of the grain in wood.

Jas-per-ite Indestructo Floor Finish—A transparent hard-drying varnish that will not mar or show heel marks. Will not turn white when washed with soap and water.

Jas-per-ite Spar Varnish—For boat and auto finishing.

Let us show you the way to increased profits—write to-day.

Ottawa Paint Works, Limited

OTTAWA
Canada

Branches: Montreal, Toronto, Vancouver

SAVAGE

WITH greatly enlarged plants, with manufacturing facilities increased many fold, with new models soon to be announced, the Savage Arms Corporation is in a position to render better and more complete service to its friends in the trade than ever before.

Your attention is particularly invited to the Savage High Power Sporting Rifles, Savage Single Shot, Repeating and bolt Action .22 Calibre Rifles and Savage Automatic Pistols.

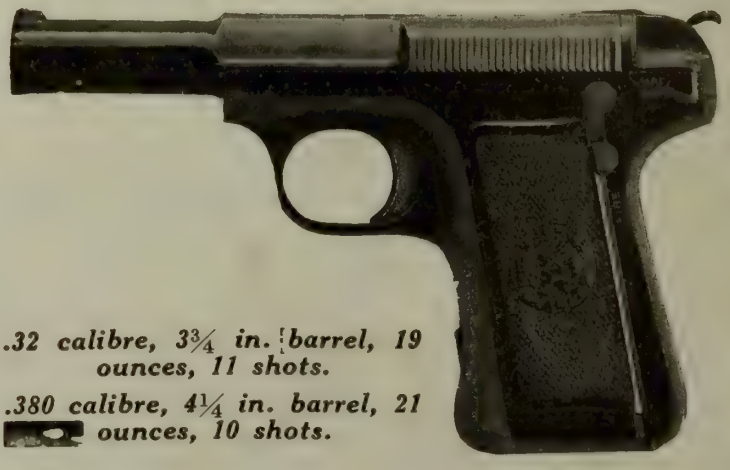
Savage service stands back of Savage products.

SAVAGE ARMS CORPORATION

UTICA, N.Y.

Sharon, Pa. **Detroit, Mich.**

Executive and Export Offices: 50 Church St., New York City, N.Y.



.32 calibre, 3¾ in. barrel, 19 ounces, 11 shots.

.380 calibre, 4¼ in. barrel, 21 ounces, 10 shots.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII No. 10 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA MARCH 6, 1920

1864 - 1920

FIFTY-SIX YEARS RECOGNIZED THE STANDARD

"THE KIND YOUR GRANDFATHER USED"

Livingston Brand

The name "Livingston" on the Barrels is the guarantee of quality and the "Blue Barrel" is the outward mark of the inward quality.

Best in Quality—Most Reliable
Guaranteed Always

The
Dominion Linseed Oil Co.
Limited

Baden, Toronto, Montreal, Winnipeg

Be in the BAND

Are you satisfied with being among the crowd—or would you be one of those who "make the music?"

There is room in the band for you — but not if you are content merely to *be* there.

Blow your own horn — never mind the other fellow, who is doing his bit — blow the horn which sounds forth "Value, Service and Satisfaction."

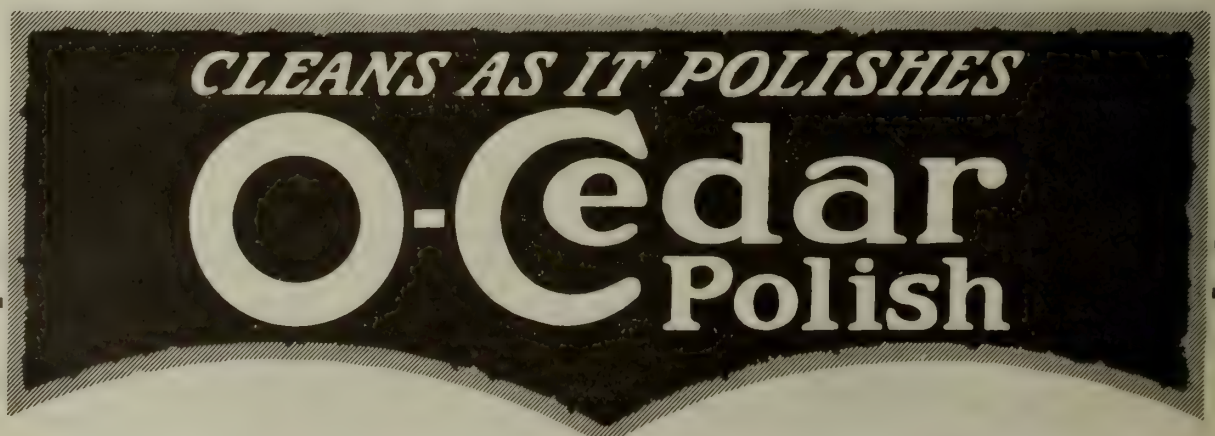
Use every means at your disposal to secure attention and produce results. Make a noise — if it isn't music, it will at least let the people know you are there to serve them.

Many merchants are successfully "making a noise" by availing themselves of the attractive O-Cedar Polish cards and hangers. Some progressive retailers devote their entire window spac to O-Cedar Products, having found that it pays to display a single line, and that it's "good business" to link-up with an advertised line so strong with the public as O-Cedar has become.

With this method some O-Cedar dealers have increased their sales one hundred per cent. Give the plan a trial—and you will see a wonderful change in your turnover—you'll find yourself right up on the band wagon, with the public applauding and responding to the music of your O-Cedar horn.

CHANNELL CHEMICAL COMPANY LIMITED

TORONTO



HARDWARE AND METAL, March 6, 1920 Volume XXXII, No. 10. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

PYREX

Plain and Engraved

BEAUTIFUL NINE-PIECE SETS SUITABLE *for* WEDDING GIFTS

Pyrex is recognized by authorities everywhere to be the greatest innovation of the age in ovenware.

It cannot crack, scale or craze with the heat, has a hard, smooth surface, impervious to odors or grease.

Pyrex retains the heat longer than metal and also retains the flavor and coloring of food that is cooked.

Pyrex comes in all styles—casseroles, pie plates, custard cups, bread dishes, pudding dishes, etc., and are sold in separate pieces, or in gift sets.

The Gift Sets

consist of nine pieces and come in plain or engraved (cut) in a beautiful daisy pattern. These sets are put up in attractive cartons and make handsome wedding gifts.

Pyrex in Silver-Plated Frames

We carry a stock of casseroles and pie plates in silver-plated frames, handsome designs, in oval and round shapes, neatly finished.

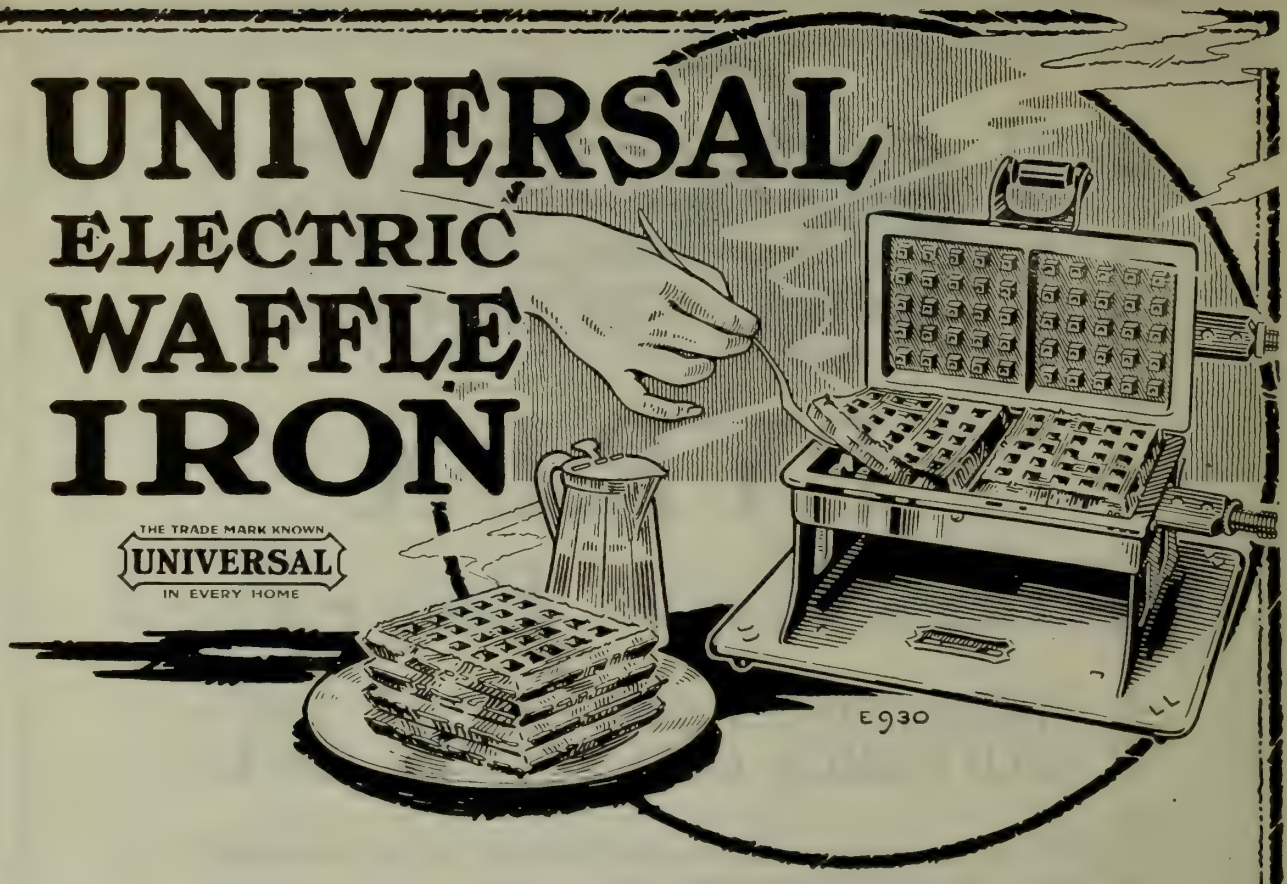
Order a stock from the "Rice Lewis" man or write direct.

Rice Lewis & Son, Limited

VICTORIA ST. - TORONTO

UNIVERSAL ELECTRIC WAFFLE IRON

THE TRADE MARK KNOWN
UNIVERSAL
IN EVERY HOME



Everybody likes waffles, but few women like to cook them. The heat and bother necessary with coal or gas make waffle making unpopular as an indoor sport in warm weather.

The UNIVERSAL Waffle Iron makes the most delicious waffles imaginable right at the dining table and without bother, smoke, grease or odor—waffles that are light, crisp, evenly browned, ready to eat, piping hot from the grids.

UNIVERSAL Waffle Irons are half sold before they are bought because of UNIVERSAL Prestige and UNIVERSAL National Advertising. These open the way for sales quickly made and often repeated.

Catalog No. E930. Watts 600. Size of Waffle 3½ x 7 in.
Full nickel finish with aluminum grids.
Complete with 6-foot heater cord and Hubbell attachment plug. Equipped with push button and switch, 75c extra.
Weight, packed, 7 lbs. Packed one in a carton.

Canadian Representative:

Montreal **A. MacFarlane & Co., Ltd.** Quebec

LANDERS · FRARY & CLARK

· NEW · BRITAIN · CONNECTICUT ·

K-N

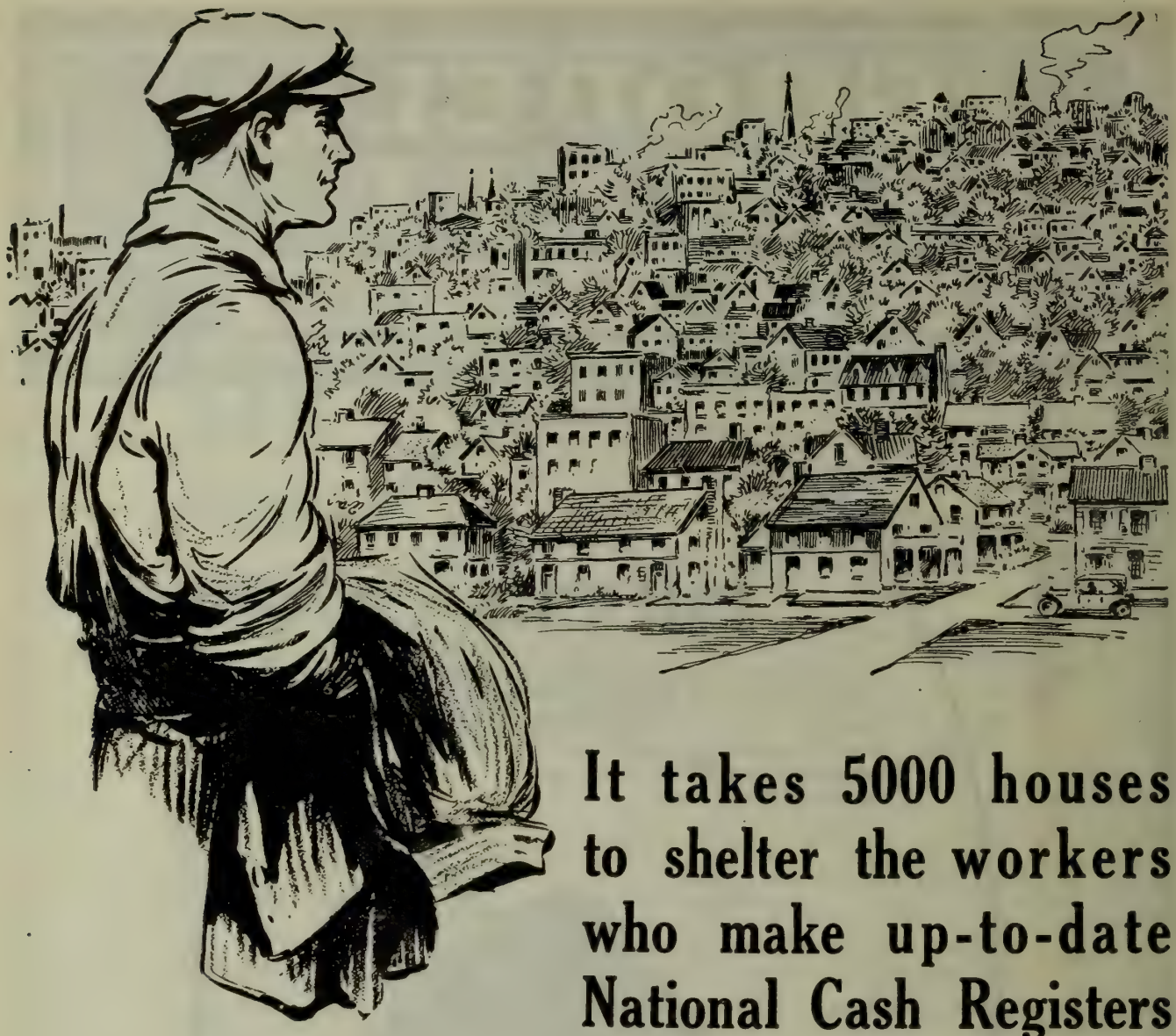
GOODELL-PRATT

1500 GOOD TOOLS

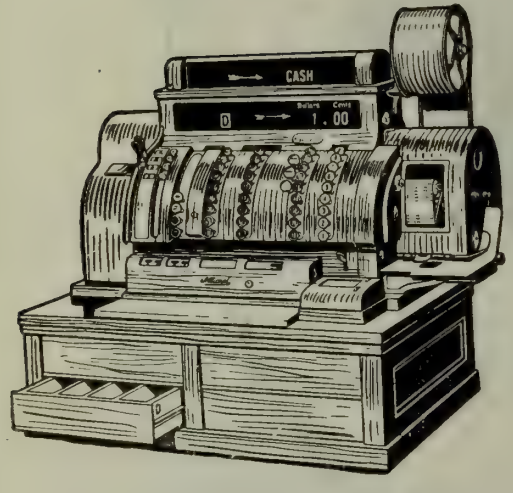
CHUCKS

A complete line of simple, durable, accurate chucks carried in stock, fitted with any standard shank. They are made entirely of steel and built to stand up under the hardest shop use. Is your stock adequate to care for the requirements of your trade?

GOODELL-PRATT COMPANY, *Toolsmiths* **Greenfield, Mass., U. S. A.**



It takes 5000 houses to shelter the workers who make up-to-date National Cash Registers



THESE 5,000 houses are the homes of more than 25,000 people—a city in itself.

They are good homes, too, because the workers at the N. C. R. factory are intelligent, skilled mechanics who are able to demand exceptionally good living conditions.

The factory in which they work comprises 21 modern buildings, providing over 40 acres of floor space.

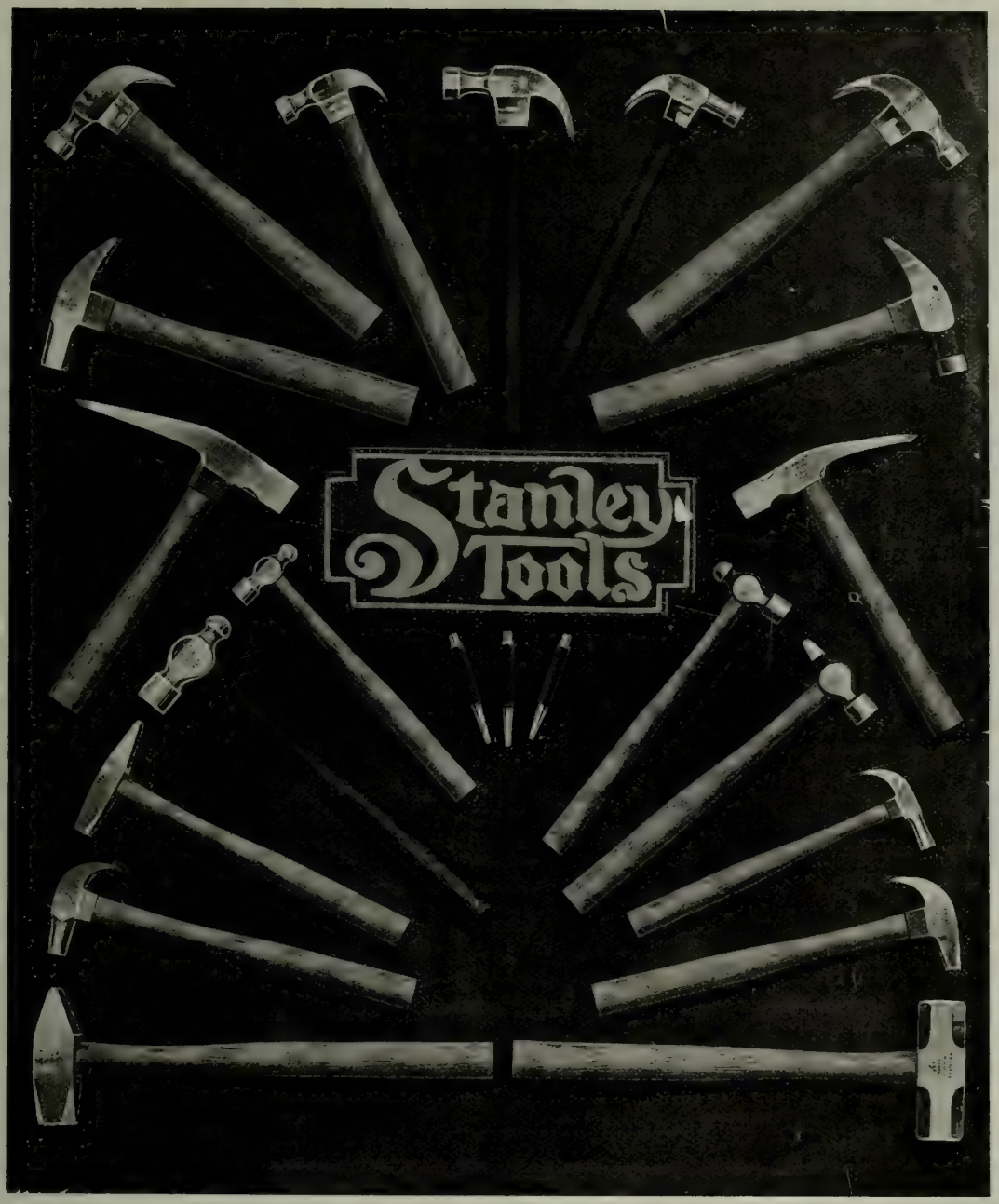
It has taken 35 years of the hardest kind of work to develop this tremendous organization—an organization engaged solely in the manufacture of labor-saving machines that help merchants all over the world.

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary...714 Second Street W. Edmonton.....5 McLeod Bldg. Halifax.....63 Granville Street Hamilton.....14 Main Street E.
London.....350 Dundas Street Ottawa.....306 Bank Street Quebec.....133 St. Paul Street Regina.....1820 Cornwall Street
Montreal.....122 St. Catherine Street W. Toronto.....40 Adelaide Street Saskatoon .....265 Third Avenue S.
Vancouver.....524 Pender Street W. St. John .....50 St. Germain Street Winnipeg.....213 McDermot Avenue

FACTORY: TORONTO, ONTARIO



STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

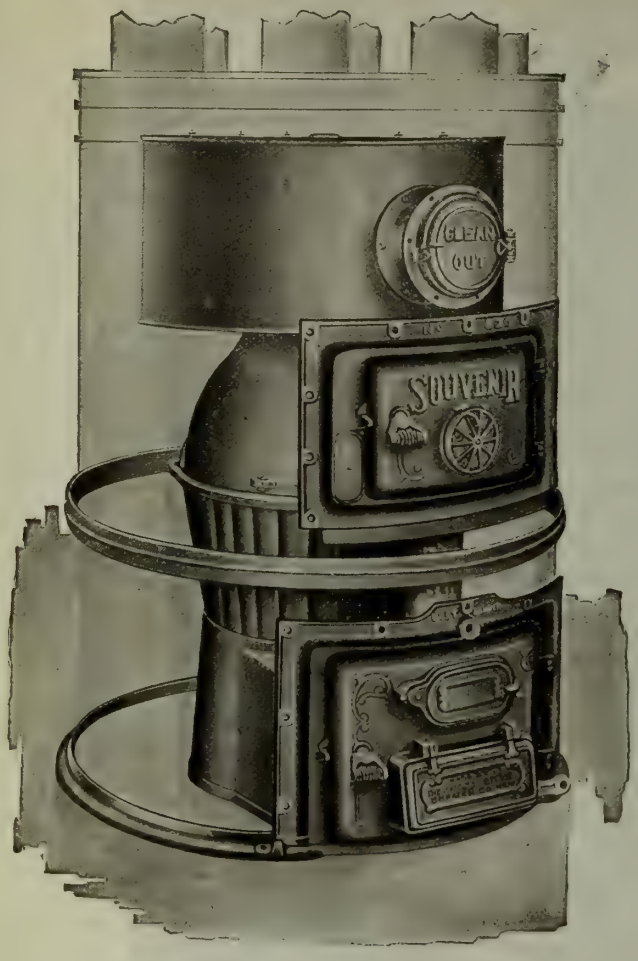
The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

CANADIAN REPRESENTATIVE:
A. Macfarlane & Co., Limited, Montreal, P.Q.



SOUVENIR
Warm Air Furnace
BURNS COAL OR WOOD

MADE in two sizes, 18 and 20-inch, one-piece, heavy corrugated, fire-pot, and equipped with the Smythe triangular pattern grate, recognized as the best type of triangular bar grate. One or all may be removed, or replaced, without removing the other.

There is an exceptionally large sale of this furnace at present by builders, contractors, and housing commissions, owing to the small sizes and low price.

One dealer said: "When I show a builder this furnace, and quote the price, I don't have to do anything further but book his order."

Are You Getting a Share of the Building Boom?

Many of our customers are making big profits specializing in the sale of this Furnace. It is the very thing builders are looking for to install in the small workingmen's houses that are being erected in every town and city throughout the Dominion.

Further information and prices will gladly be furnished upon request.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

WESTERN REPRESENTATIVES:

Mr. F. C. Moore,
134½ Higgins Avenue,
Winnipeg

Mr. W. C. Chester,
Hamilton Street,
Vancouver

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

Quality and Efficiency

Every WILT High Speed or Carbon Twist Drill, Reamer or Milling Cutter is the result of chemical test and research.
Exact proportion of materials that have been proved correct by practical tests are specified. At every stage of manufacture Wilt tools are subjected to exacting inspection requirements.

Special Reamers for Ford Car Repairs

We are prepared to supply this essential feature of a complete auto accessory stock. There is a large and still growing demand for these exceptionally useful reamers.

"Where There's a WILT, There's the Way"

Wilt Twist Drill Company Of Canada, Limited

Walkerville - Ontario

London Office: Wilt Twist Drill Agency
Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

QUALITY

Your Salesman—

and the things you sell are two big factors influencing the growth of your Hardware Business. In fact the article you sell is a salesman itself. Why?

In the first place the articles you sell must be distinctive for their superiority; they must have the qualities that draw trade, that make it worth while for people to come a long way to your store and your store alone, to get them.

When your store is full of such articles your salesman's work becomes a pleasure to him, and only inasmuch as his work is a pleasure can you expect to get his full measure of co-operation, which will make your store more successful than those around.

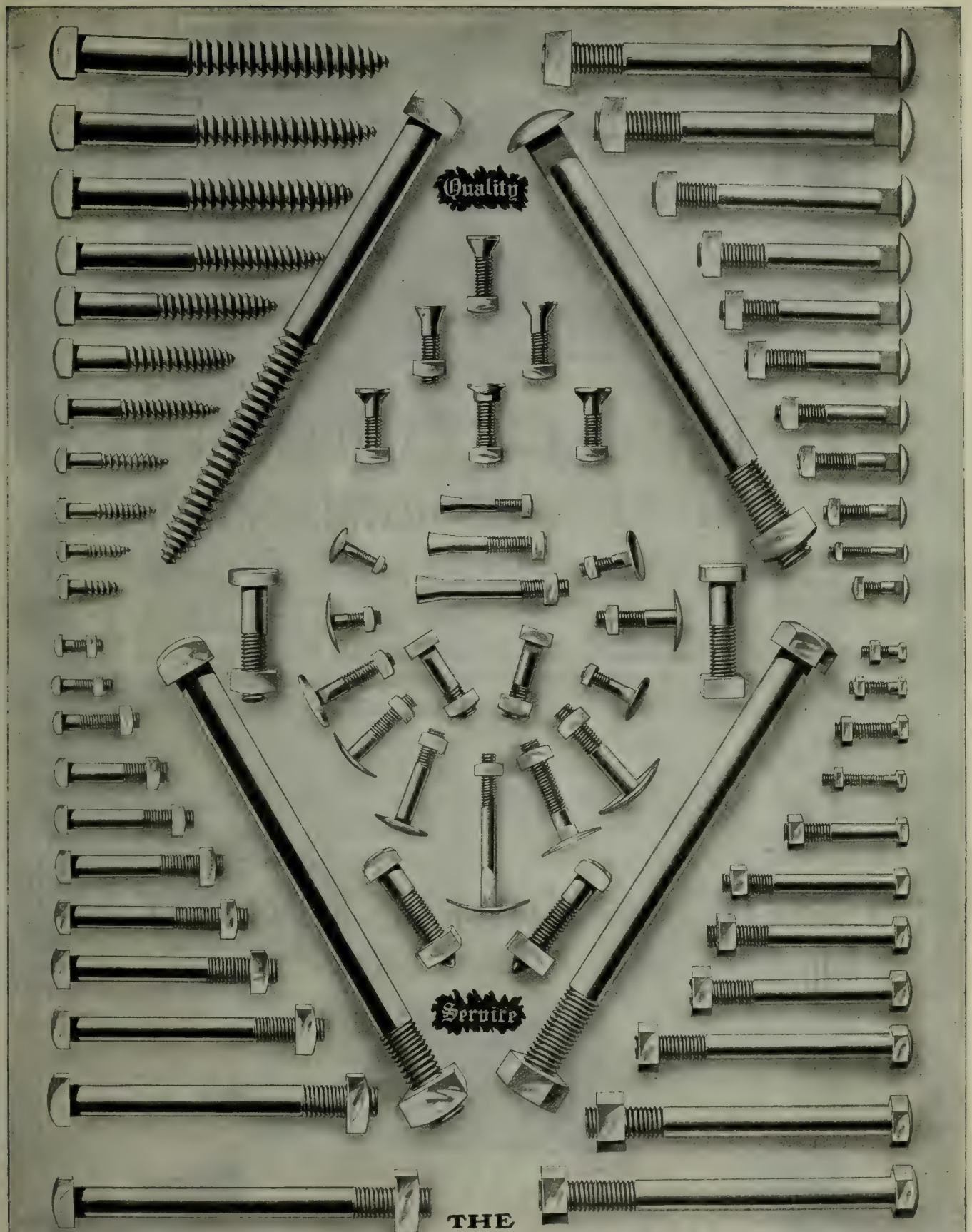
The Tight-Lock feature in FROST FENCE gives it a distinctive selling point. Your customer compares it in use with other fences, and not only comes back for it, but says many a good word to his neighbor, which will lead to a sale.

Your salesman is glad to sell FROST FENCE because *its own good qualities help him to sell it.*

FROST FENCE is a business builder.
Territory still open.

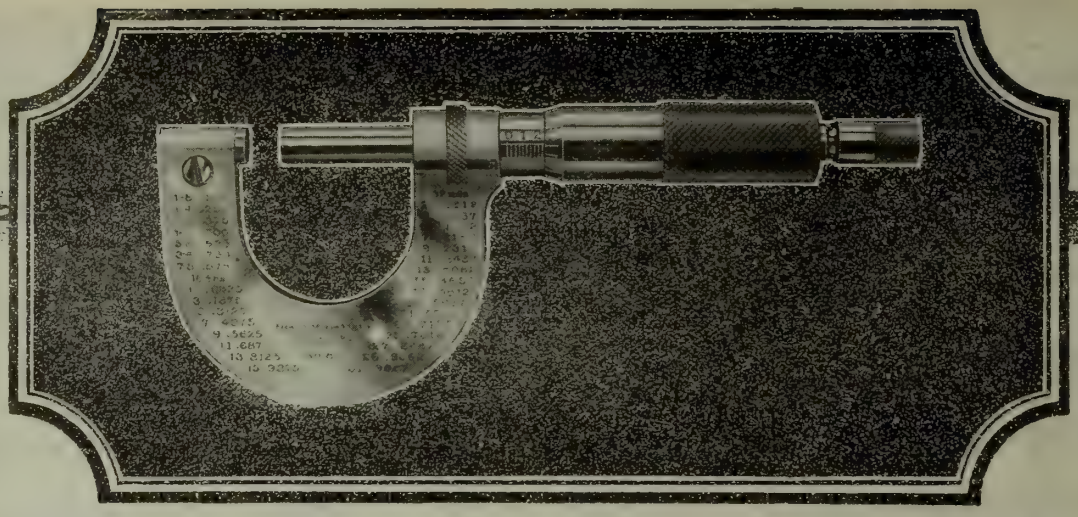
FROST STEEL AND WIRE CO., Limited

Hamilton, Canada



THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL



A Typical Example of Skilled Workmanship

If you appreciate skilled workmanship we have but to ask you to look at the picture.

The perfect symmetry of balance makes it a pleasing picture for the eye, while the clean cut graduations and highly finished surfaces make for complete harmony.

It indeed looks capable of performing its duties in the most exacting manner. The whole general appearance speaks of accuracy which is the fundamental in-built characteristic of

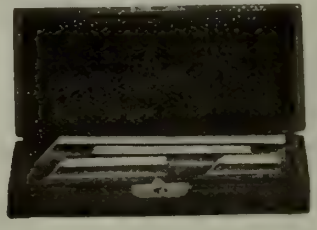
Brown & Sharpe Machinists Tools.

It is this superior type of workmanship which is evident in the first glance, and becomes more obvious through the years of service, that has made these tools the favorite choice of the majority of mechanical men for the past three generations.

We will be pleased to send you our catalog No. 27 so that you may have complete information concerning the machinists favorite tools.

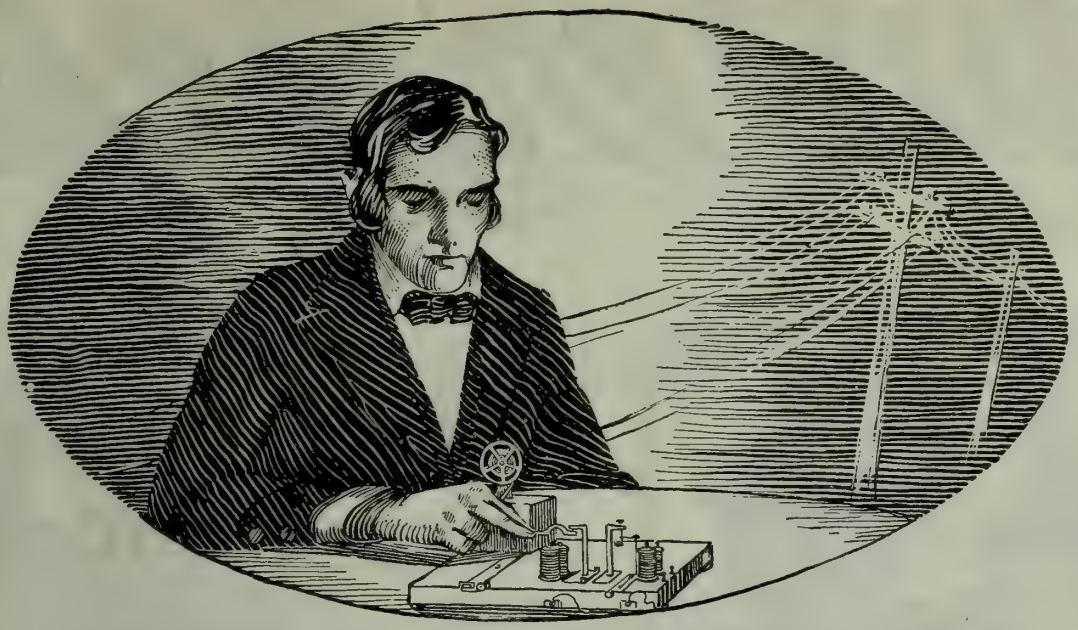
BROWN & SHARPE MFG. CO.

PROVIDENCE, R.I., U.S.A.



B·S

TRADE MARK



WHEN MORSE INVENTED THE TELEGRAPH

"WHAT hath God wrought." These words, expressing the profound feeling of the inventor at the proved success of his invention, were received at Baltimore, Maryland, from Washington, D. C., May 24, 1843, the first words sent over a considerable distance by means of the telegraph.

For years previous to 1837 men of science had been seeking a means for the rapid transmission of messages, but it remained for Morse, a painter and professor of literature, to invent a commercially practical system.

The almost universal use of the telegraph which immediately followed the successful message to Baltimore required great constructional activity.

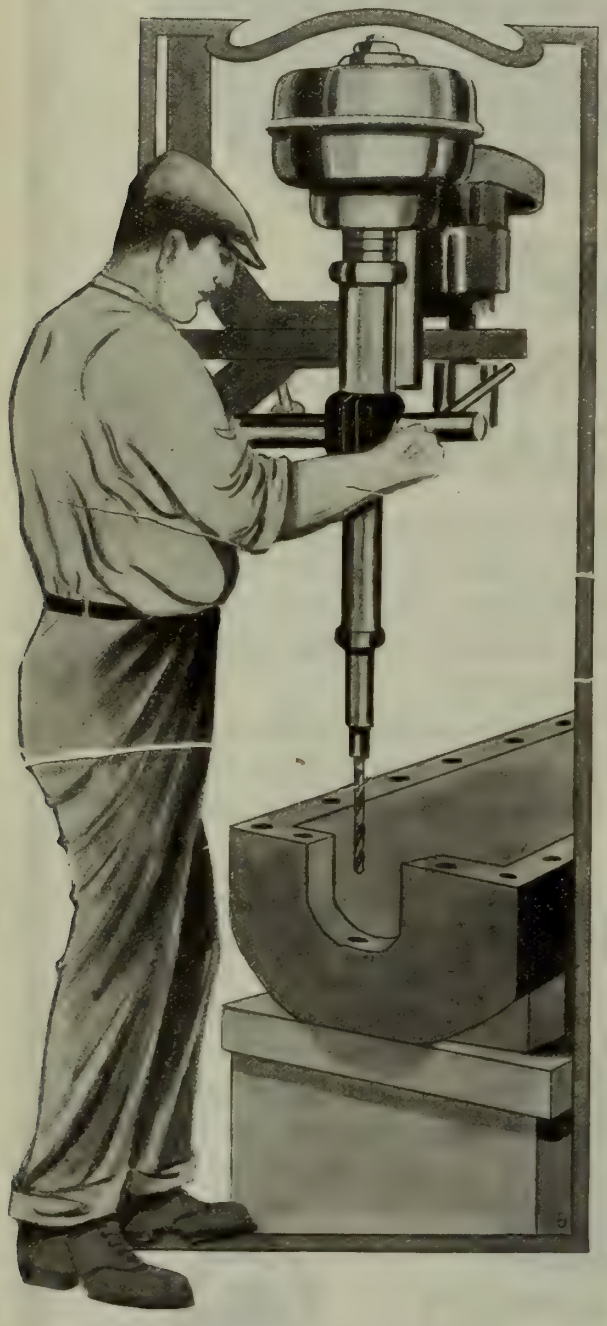
Construction work always requires rope — rope for the lifting of poles, rope for the stretching of wires. Plymouth had been making good rope for thirteen years before the telegraph was invented, therefore Plymouth was ready. Today large quantities of Plymouth Rope are used for the erection and maintenance of the telegraph and telephone systems and all other branches of construction. There is a quality in Plymouth Rope not found in others.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH ROPE

No. 7

Butterfield



"Established 1880"

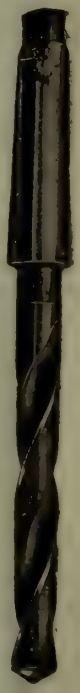
Forty Years Experience

In Making Tools--
Forty Years Effort
To Find Improvement
For Butterfield Drills
and Other Tools

For forty years Butterfield High Speed and Carbon Twist Drills, Reamers, Milling Cutters, Taps and Dies have been first choice with machinists and in shops. Why?

Because machinists **know** Butterfield products—know that their use means freedom from breakage, inaccuracy and the slow speeds necessary to "nurse" tools that are not dependable.

Our catalog will guide you to prosperity



Butterfield & Company, Inc.
Rock Island
Quebec

333w—Full split, gun pattern, four-inch imitation leather cuff, with band top.
300w—Gun pattern, horsehide palm, thumb and strap, cuff and back of split, outseam reinforced cuff, with band top.

You can recommend Carhartt Gloves to your customers with confidence because they will back up in wear any claims you may make for them

Carhartt Gloves are not cheap gloves thrown together by cheap labor, but are good, serviceable gloves made of sound materials, by skilled workers, under strict supervision. They are uniform in quality right through—the samples are taken from stock. No sample is made up especially. When you buy from a sample you can count on the delivery being just the same, only fresher and cleaner.

Many hardware merchants throughout the country have added Carhartt Gloves to their stock and have found them to be one of the most profitable of their lines. Certainly a display case of Carhartt Gloves adds to the attractiveness of any store for the goods look their value. Even the lowest priced range is well finished. Send for a sample assortment now, while we can make prompt deliveries.

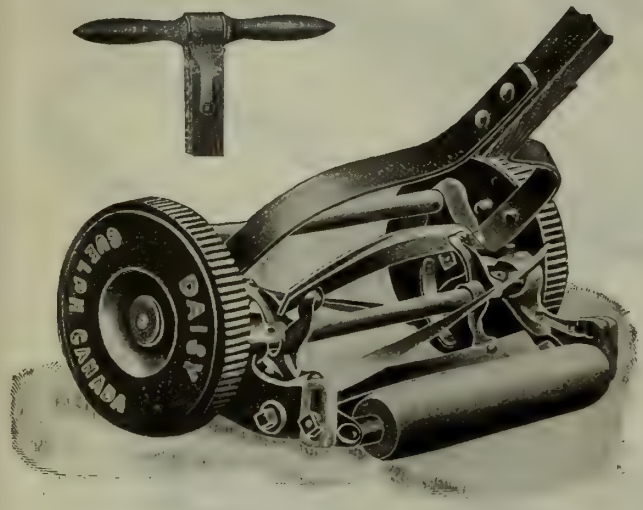
HAMILTON CARHARTT COTTON MILLS, LIMITED

Toronto Montreal Winnipeg Vancouver

Manufacturers of Carharrt Overalls, Alloverś and Work Gloves

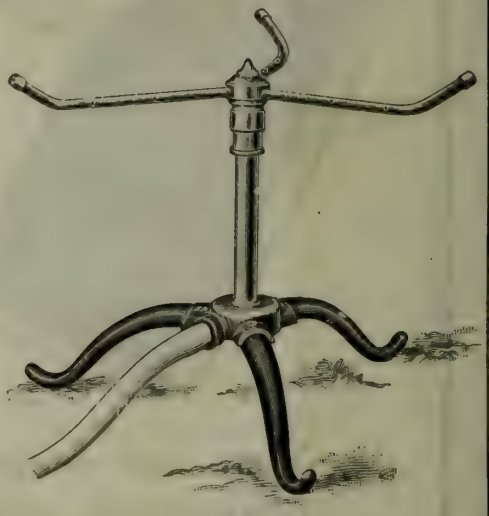
CARHARTT GLOVES

Lawn Supplies

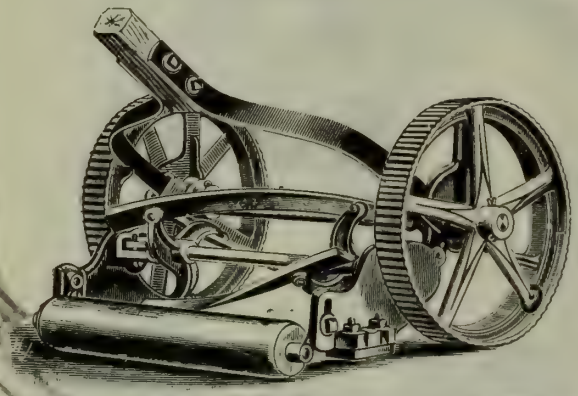


THE DAISY

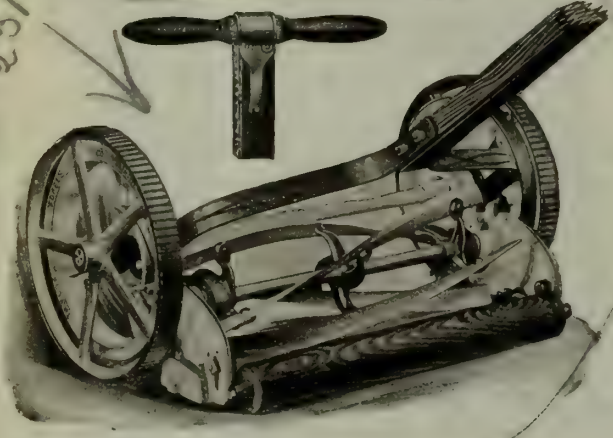
HOSE
HOSE REELS
NOZZLES
COUPLINGS
CLAMPS



Weeders
Edge
Trimmers



THE STAR

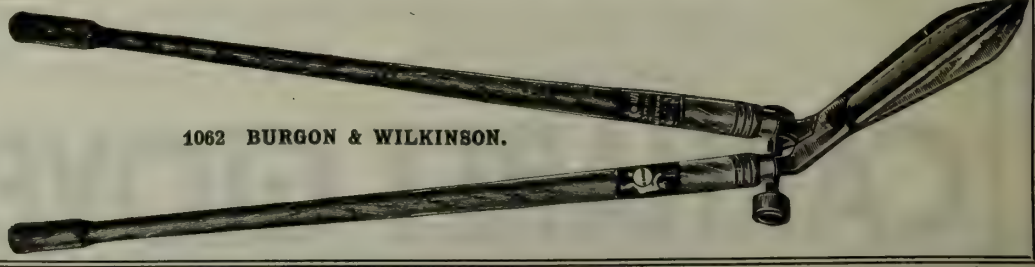


THE WOODYATT

CAVERHILL, LEARMONT & CO.

MONTREAL

The Great
American
Ball Bearing
Lawn Mower
For Parks



1062 BURGON & WILKINSON.

Your Customers Know
That a Clipped Horse
Is a Better Horse

Stewart No. 1 Ball Bearing Horse Clipping Machine

The importance of clipping is better understood nowadays by your horse-owning customers. People used to clip horses for summer comfort only.

Summer comfort is still important, but veterinarians show that clipping puts more life into the horse, as it relieves him of his heavy coat, saves his strength and prevents colds, stiffness and pneumonia. A clipped horse dries rapidly, rests comfortably and is better fitted for the next day's work.

The loss of the services of one horse for one day may cost your customer more than a Stewart Clipping Machine.

The Stewart No. 1 is ideal for clipping horses, mules or cows. Same machine for all—no change in knives or adjustments. Most perfect clipping machine ever made at any price.

Chicago Flexible Shaft Co.

5608 Roosevelt Road Chicago, Ill.

Write Your Jobber for
Detailed Information

Order your stock NOW, while he can supply you.

For Weddings, Birthdays and the Constantly Recurring Gift Occasions

The Silverplate of

William Rogers and his Son

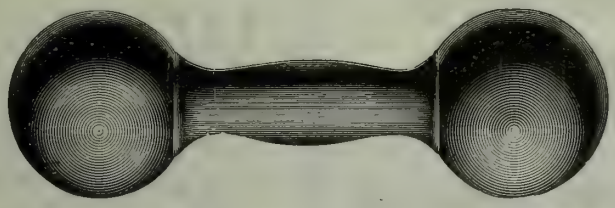
"The Best at the Price"

Made and Guaranteed by

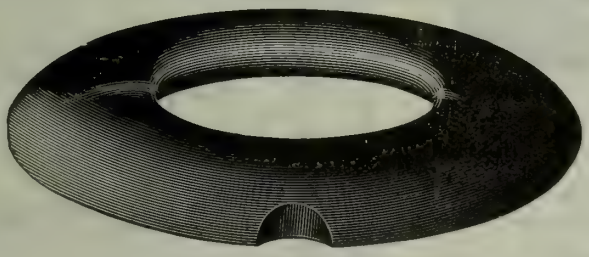
WM. ROGERS MFG. CO., LTD., NIAGARA FALLS, ONTARIO

CANADA
FOUNDRIES & FORGINGS
LIMITED

FOR THAT SPRING FEELING



DUMB BELLS



QUOITS

IMMEDIATE SHIPMENT FROM STOCK

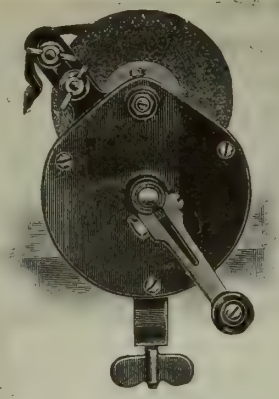
SEE YOUR JOBBER

Produced at

JAMES SMART PLANT

BROCKVILLE, CANADA

Spend Your Dollar in Canada---See It Again!



Cool Kutter Grinders

Fill a Special Want

They were placed on the market to supply the demand for a cheap grinder that's good, and they do. Best value ever offered to the trade. Wheels specially selected for cool, quick-cutting qualities.

Get Catalog No. 1. Write your jobber.

Western Hardware Mfg. Co., Limited

Milwaukee, Wisconsin

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Wash Boards

Washing Machines

Clothes Lines and Pins

Grocers' Specialties

Baskets and Brushes

Correspondence Solicited.

WALTER WOODS & CO.

Hamilton and Winnipeg

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.

Do not stand and wonder where you can procure any particular line in hardware. That's ours!

We shall assemble all your requirements and dispatch in one consignment.

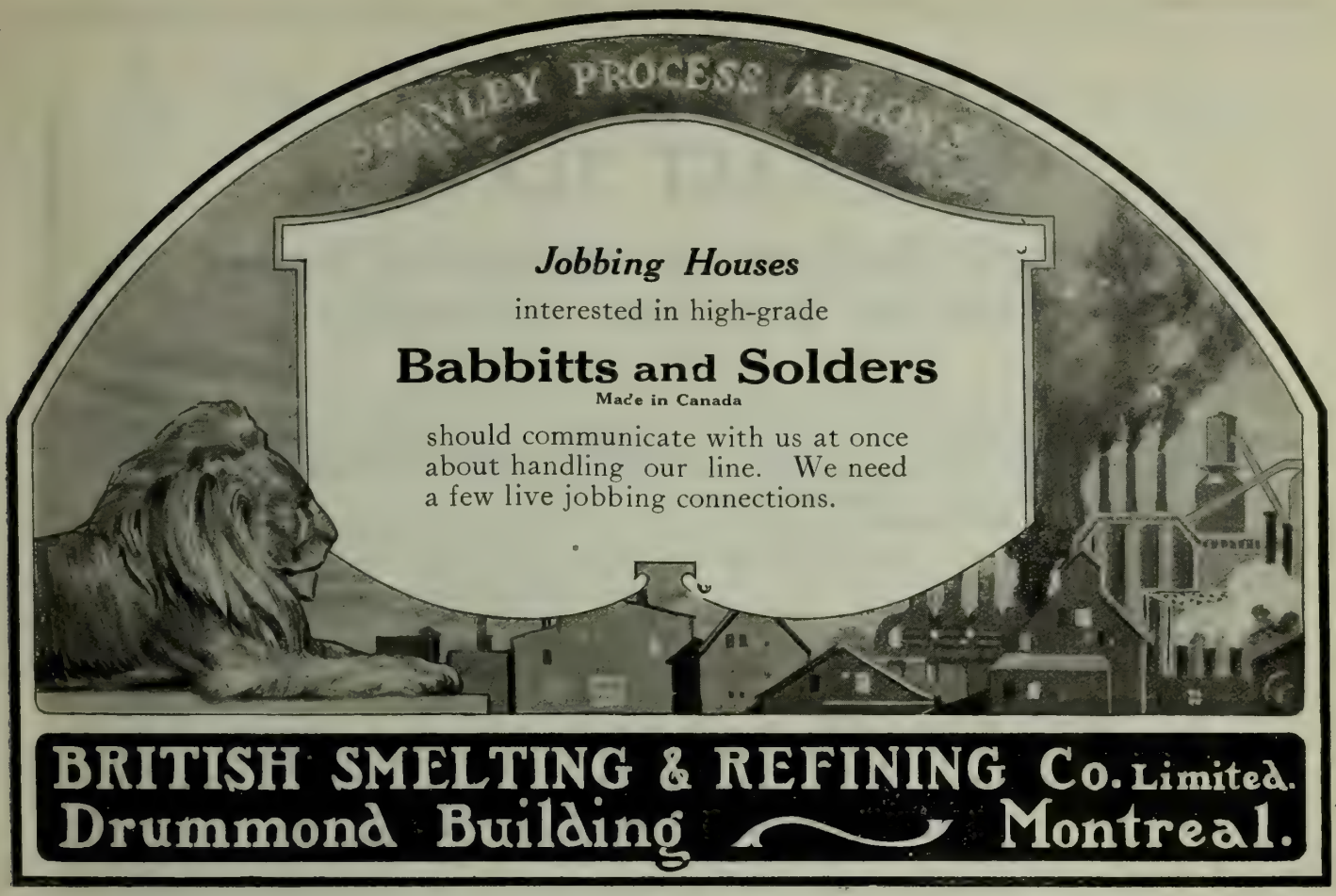
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters

45, 47 and 49 Mains St., off Waterloo St., Glasgow



Jobbing Houses

interested in high-grade

Babbitts and Solders

Made in Canada

should communicate with us at once about handling our line. We need a few live jobbing connections.

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

Do You Grasp Every Opportunity

To Improve Your Business?

Spring is just around the corner, bringing thaw and heavy, muddy land and roads, and then is the time every horse has to to its hardest pulling. All work is a heavy strain, and sore shoulders are only avoided by the use of good collar pads.

TRADE MARK **Ventiplex** PADS

can be sold easily to every horse owner, and the margin of profit allows substantial reward for your trouble.

Ventiplex Pads mean quick and lucrative business, and you have the satisfaction of selling the best article of its kind on the market.

Start to-day to build a bigger business. Write us for prices and particulars.

Burlington Windsor Blanket Co. Ltd.
Toronto, Ontario

BRANTFORD
ASPHALT SLATES

Artistic Roofing for Substantial Homes and the Better Class of Buildings

The coming roof for churches, homes and the better class of buildings is the beautiful, modern Brantford Asphalt Slate.

People look twice at a home covered with these softly-colored slates of reddish brown and dark green, which harmonizes with the surroundings and are so suggestive of permanency.

Brantford Asphalt Slates are as lasting as they look. When laid they form a thick, strong layer of crushed slate and asphalt that defies rain, snow, frost and the burning sun, even fire itself. They lie closely and firmly to the roof, and their crushed slate surfaces retain its natural color year after year.

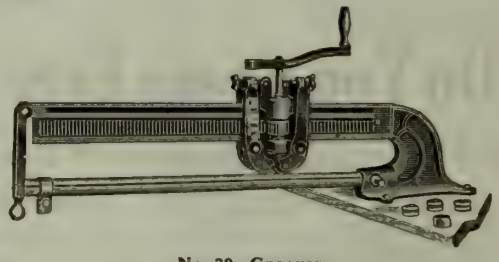
Let us furnish you with samples, prices and further information about this highly efficient and attractive all-Canadian Roofing. Let us show you pictures of beautiful Canadian homes roofed with Brantford Asphalt Slates.

BRANTFORD ROOFING CO., LIMITED

Head Office and Factory: Brantford, Canada

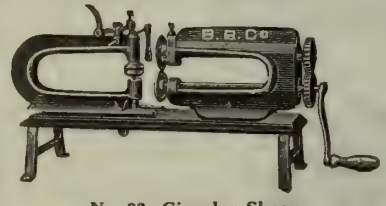
Branches at Toronto, Montreal, Halifax, Winnipeg

B B Co Ltd.



No. 30—Groover

B B Co Ltd.

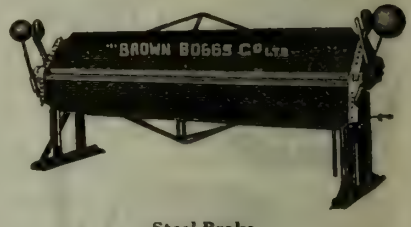


No. 22—Circular Shear

Are You

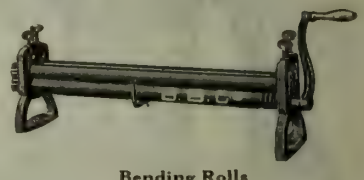
using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**



Steel Brake

Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

A Well Known Favorite

You know by experience how much easier it is to sell a product that is well known by your customers. The known brand is demanded every time. You are selling many articles that are made famous by advertising but how about your harness?

IMPERIAL BRAND HARNESS

has stood the test of time. Hard work has proved its worth. Cut out trying to "drive sales" with harness of your own make and sell Imperial Brand. It is guaranteed—your customers will be glad to buy it. Showing a set of Imperial Brand Harness to every caller will repay you handsomely.

SAMUEL TREES & CO., LIMITED
42 Wellington St. E., Toronto

We Guarantee the O-K-SPRA Against any Defects

The man who sprays wants a spraying apparatus that is dependable, durable and simple to operate.

THE O-K-SPRA

is fully guaranteed in every respect and if found defective in any way we will replace the sprayer without charge.

The advice of experienced fruit growers, truck farmers and others who use extensively spraying apparatus was followed in the design and construction of the O-K-Spra.

As its name implies, it is O.K. in every particular.

Mr. Dealer, there will be a big demand for the O-K-Spra. Get your order in early.

Our distributing department is organized to insure prompt shipment and spare parts or repairs can be obtained without delay.

If your jobber does not handle the O-K-Spra write direct to us for prices.

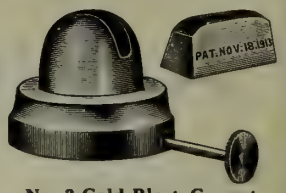
Made in Canada by Canadian Workmen for Canadian conditions.
You save exchange by buying the O-K-Spra.

Canadian Potato Machinery Co., Limited
No. 36 Stone Road, GALT, Ontario

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the "Queen Mary" and "Dominion" Burners.

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

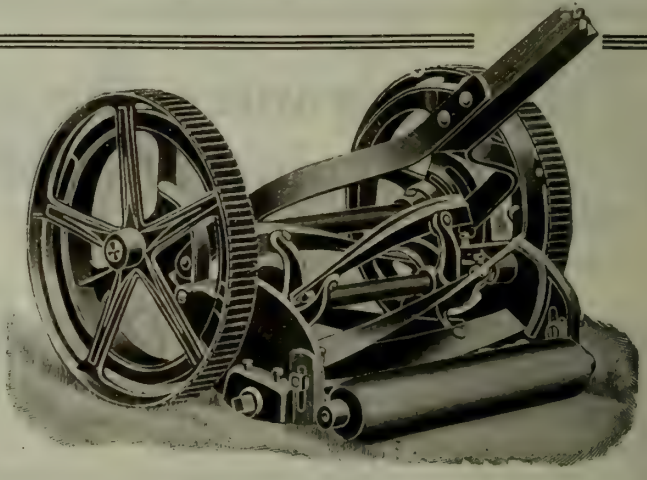
Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

Lawn Mowers

"The Test of Years"

Because of the high grade workmanship and quality of material used, T.-F. lawn mowers stand unequalled.



We are the only concern in Canada who make an absolute specialty of this line extending over a period of 40 years. Our name being on every machine is a guarantee of quality.

Famous Names:
—"ADANAC"
—"WOODYATT"
—"EMPRESS"
—"STAR"

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

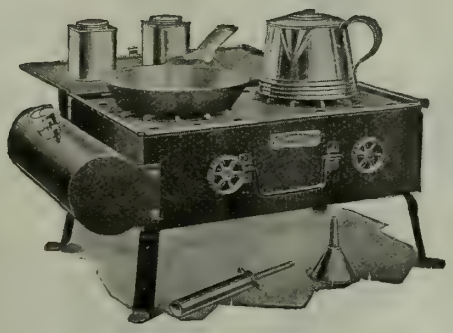
H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

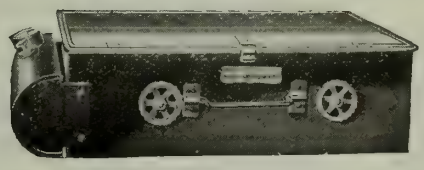
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

Auto Kamp Kook Kits



Two Burner Open

Showing Equipment, Featuring New Model Tank with Pressure Gauge



Same Closed

Showing the neat, handy way it packs Equipment stored inside

Selling Points That Make Worthwhile Sales

Here is an article that sells well because it fills a much-needed want. A good, compact gasoline stove with a special forced feed that insures perfect burning under all weather conditions.

This forced feed, somewhat similar to the principle of a mechanic's torch, will give perfect service unprotected in fresh winds. Notice the two cuts showing how compactly it folds away and how convenient and generous a cooking outfit it is when open. Will burn well in a 30-mile wind.

Three handy, convenient sizes to fit almost any needs. The Number 2 is a two-burner stove with two six-inch grates. The Number 3 is also a two-burner stove with eight-inch grates. Both are provided with a die-made gasoline tank with a nickel pressure gauge. Both are sold with or without equipment, but pump and funnel are sold with all stoves. The illustration shows the Number 2 and 3 with equipment.

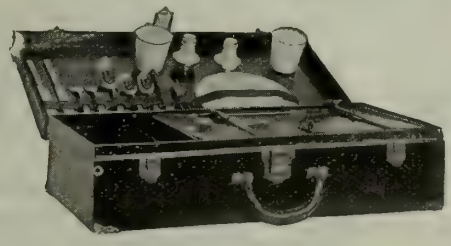
No. 4 — Single-burner — six-inch grate — Hunter's Special.

No. 2—Weight equipped 18 lbs., 5½x10x18

No. 3—Weight equipped 20 lbs., 6 x10x20

No. 4—Weight equipped 9 lbs., 4¾x 9x 9

A specially "pulling" layout is the Suitcase Outfit. We specialize on a four-party suit-case outfit which, besides a Number 2 stove fully equipped, contains knives, forks, spoons, salt and pepper shakers, can-opener, plates and cups for four people. Plates and cups are Swedish ware. Four-party suit case weighs 35 lbs., 6½x12x24.



Write for Dealer's Proposition

Prentiss-Wabers Stove Co.

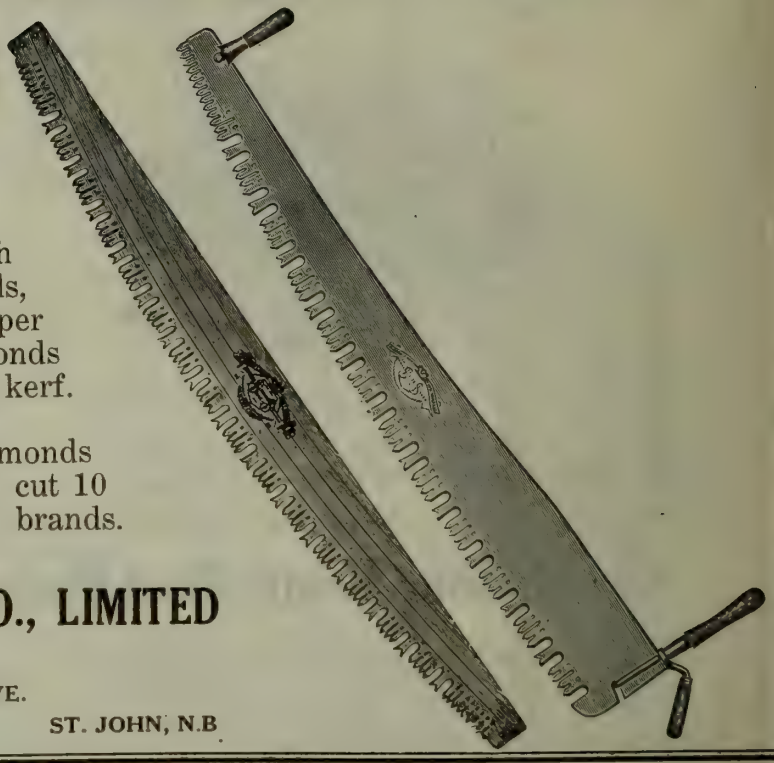
55 SPRING STREET, GRAND RAPIDS, U.S.A.

Eastern Canadian Distributors: MURDOCK & HUNTER, 34 Church Street, Toronto

Western Canadian Distributors: WOOD, VALLANCE & ADAMS, Limited, Calgary, Canada

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the fastest cutters known. Not only do they saw fast, but they also run easy and wear exceptionally well.



Supported by an exceptionally tough steel, manufactured in our own mills, they hold their cutting edge and temper longer than the ordinary saw. Simonds Cross-Cut Saws do not bind in the kerf.

Most lumbermen know that a Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent. more timber than other brands.

SIMONDS CANADA SAW CO., LIMITED

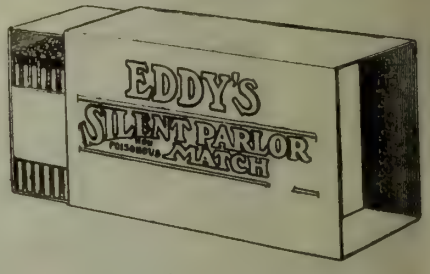
"The Saw Makers"

ST. REMI ST. AND ACORN AVE.

VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B

EDDY

ESTABLISHED A.D. 1851.



Is Yours An Eddy Store?

Are you getting your share of the demand for Eddy Products?

Quality plus Advertising have placed Eddy wares high in the estimation of the Canadian Consumer.

Every customer of yours knows Eddy Matches and Eddy Indurated Fibreware.

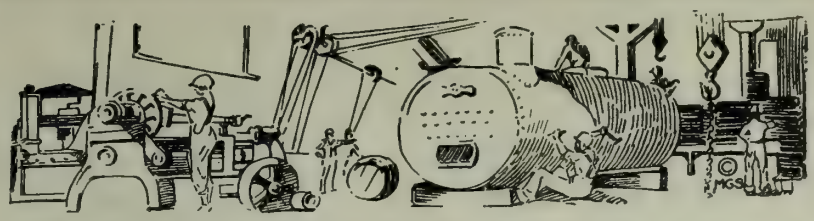
You'll need no big effort to sell them. Eddy products are always sold.

Just let your customers know you handle the Eddy lines. Make use of your display space.

Eddy Popularity means more sales. Eddy Quality means satisfied customers.

The E. B. Eddy Co., Limited

HULL, CANADA



Every Man Who Works with His Hands Is Able to Appreciate the Superior Features of

Your Power to Please the Public is the foundation of your business success. Your customers **are** your customers because they get quality and value in the merchandise you sell.

TAPATCO BRAND
REGISTERED TRADE MARK

Gloves and Mitts—*Styles:*

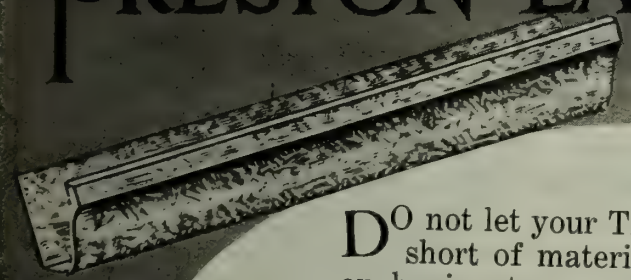
Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights.

Also Leather Tip and Leather-Faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.

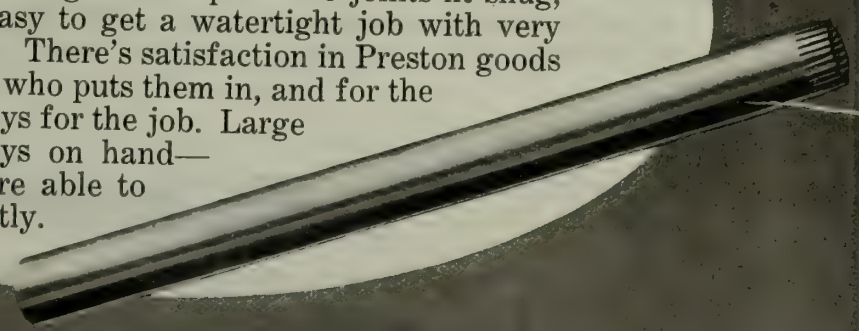
You can **keep** them your customers by continuing to feature the lines of goods you know will satisfy—goods like Tapatco Gloves, that have been consistent in value and satisfaction—to those who wear them—and consistent sales-builders for all who sell them.

The American Pad & Textile Co., Chatham, Ontario

PRESTON EAVE TROUGH AND CONDUCTOR PIPE



DO not let your Trough and Pipe jobs catch you short of material. Do not take any chances on having to pass up business—ORDER NOW from our nearest Branch. You can make money on Preston Trough and Pipe. The joints fit snug, making it easy to get a watertight job with very little solder. There's satisfaction in Preston goods for the man who puts them in, and for the man who pays for the job. Large stocks always on hand—hence we are able to ship promptly.



THE METAL SHINGLE & SIDING CO., LIMITED

PRESTON TORONTO MONTREAL
WINNIPEG SASKATOON CALGARY

ANNOUNCEMENT

Our Sofco Sunshine Pipeless Furnace after a severe series of actual tests, is now perfected and ready for the market. Its principle of operation is fairly well known to the retail merchants. The warmed air rises through the centre of one large register until it meets resistance, whereupon it spreads and circulates in all directions. At the same time the cold air is drawn from all parts of the house and passes down the outside circle of the same register—thus the circulation is constant.

The simple installation of this furnace is one of its telling features—there are no warm or cold air pipes, nor any warm or cold air registers to instal — just the one large combination register. The heat is all utilized, passing directly as it does from the furnace to the house.

The pipeless principle of heating has already been accepted by many communities. Undoubtedly, for special types of houses it has proved to be an admirable, and in some cases, a superior method of heating.

The Sofco Sunshine Pipeless, designed, built and marketed by McCLARY'S, is as successful a construction as their regular "Sunshine." It is made throughout of cast iron, so that soft and hard coal can both be burnt to advantage. The same experience which has made the "Sunshine" so universally adopted has been used to good effect on the Sofco Sunshine Pipeless.

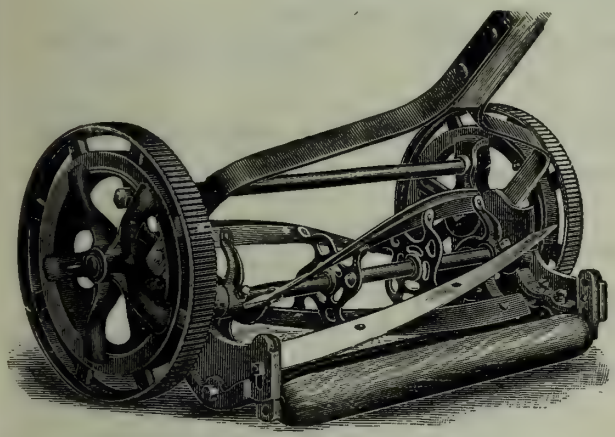
A new eight-page treatise is now ready for distribution—you are invited to get in touch with our nearest branch, to-day.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon Edmonton

The Majestic

Open driving wheels, 10 inches in diameter with raised rim. Four-blade cutting reel, 6 inches in diameter. Best quality crucible steel blades and brass bearings. All adjusting screws are in plain sight. Machine screw adjustment of cutter bar. Made in three sizes: 14, 16, 18-inch cut.



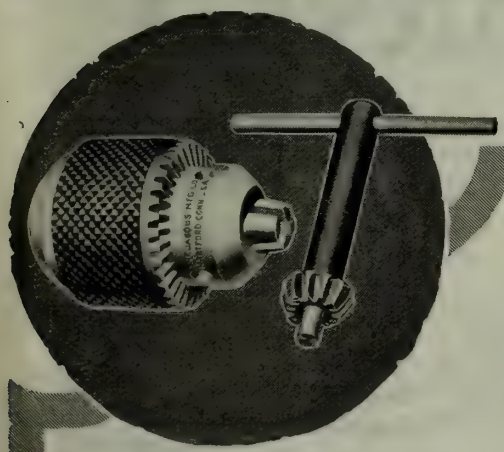
Ask About The Eureka Five—

Salable, Dependable Lawn Mowers

Mowers that have the "points" to close the sales: clear grey iron castings from our own foundry; disks and side plates machined to 3/1000's tolerance, insuring perfect fitting parts; accurate machining assures supplying interchangeable parts when wanted; wheels with a protective rim to neep grit out of gears; specially ground cutting knives; 3-point catch pattern pinions; ball or split brass bushed bearings, and a steel tree guard; handles of best seasoned maple well varnished. Guaranteed.

Ask for catalog of our mowers, sprayers, wheelbarrows, cultivators and other lines.

The Eureka Planter Co.
Limited
Woodstock, Ontario



Where "HOLD FAST" means more sales

When you sell a product that meets the exact need of the buyer, you gain not only the immediate profit on the sale, but, what is more, the good will that means future business.

Good mechanics the world over agree that the Jacobs Chuck is exactly what they need because it holds fast, guides the drill true, and adjusts most conveniently with the key and toothed sleeve.

Order Jacobs Chucks to-day
Dept. H.M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

ALL STEEL ANVILS

We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs.

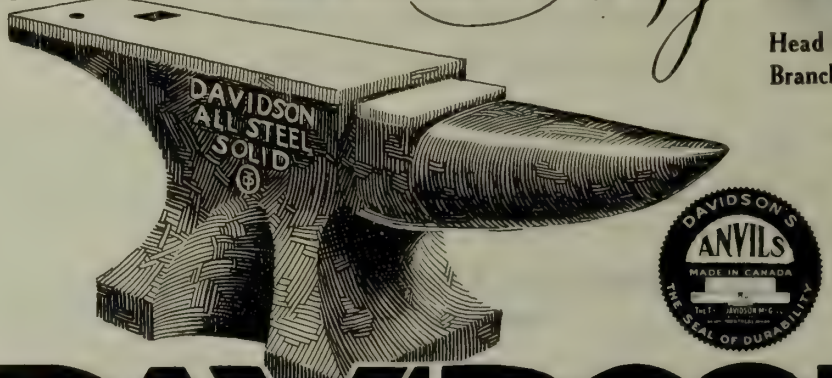
The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.

The Thos Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot



DAVIDSON

Tell them its Stanley

THE STANLEY WORKS

TRADE S.W. MARK

NEW BRITAIN, CONN., U.S.A.

Mr. Hardware Dealer,
Anywhere.

Dear Sir:—
"TELL THEM IT'S STANLEY"

When selling your contractor customer—you know that when your contractor friend comes in to buy the hardware for that new house, he gives you the number of openings and the list which he has taken off from the plans and generally says about what quality he feels justified in putting on to the building.

He knows the names of advertised products and is impressed by them and here is your opportunity to say "Stanley."

Ball Bearing Butts for outside front doors.
Loose Pin Butts for inside and service doors.
Strap Hinges for cellar doors and cellar wooden partitions.
Bolts for extra security.
Door Stops for swinging doors or those equipped with door closers.

And you go down through his list, you will be perhaps surprised how many Stanley products will be used on the new house. Your contractor customer knows quality products, therefore be sure to "tell him it's Stanley".

Yours very truly,

Mr. Stanley Worker

We probably have a special folder for any Stanley product in which you are interested—write for it.

These folders all are salesmen, they will help bring in the dollars if you keep them working.

THE STANLEY WORKS
NEW BRITAIN, CONN.
New York: 100 Lafayette Street; Chicago: 73 East Lake Street
Canadian Representatives: A. Macfarlane & Co., Coristine Bldg., Montreal

Your Customers Want A Proven Article

If you give them that, you are sure of large and easy sales.

Famous Five Files have proven their merit in the hands of practical users for over fifty years.

The brand is recognized as signifying standard quality.

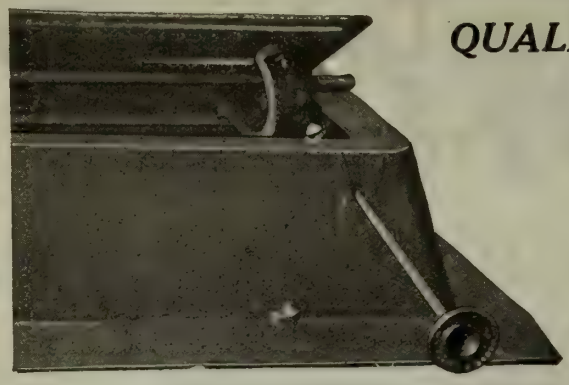
Give your customers what they know to be best and you need waste no time on "selling arguments."

Your jobber can replenish your stock promptly, as fast as you sell.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



QUALITY *SERVICE*

THE

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

CANE'S Clothes Pins

NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limite
MANUFACTURERS
Newmarket Ontario

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders **promptly.**

Manufactured in Canada

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

TRADE MARK

CHICAGO SPRING HINGES

Type No. 3005 Adjustable Tension

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

Chicago Spring Butt Company,
CHICAGO NEW YORK
Send for Catalogue M-36

Artistic Bath Room Fixtures

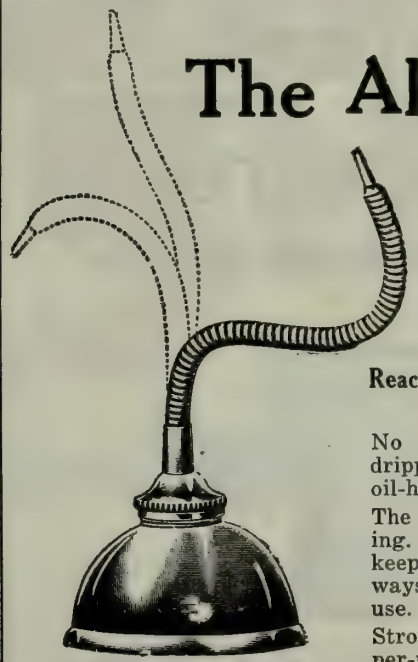
Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.
CHICAGO, ILL.

The All-Way Oiler



Saves 50% on Oil Bills

A Flexible Spout Reaches Difficult Places With Ease

No waste of oil by dripping or missing the oil-hole.

The spout is self-cleaning. A special device keeps it clear and always ready for instant use.

Strongly made of copper-plated steel in various sizes with a spring bottom. See the R.R. Oiler Funnel and Filler, the Oil Guns, also.

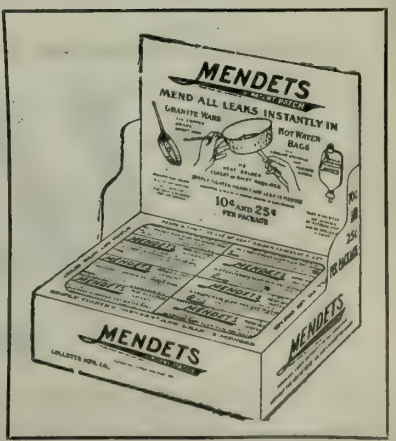
General Purpose Oiler
Made with steel spring bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. 7" spout to each.

The All-Way Oiler Mfg. Company
196 King St. West Toronto, Ont.

MENDETS
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.



Collette Mfg. Company, Collingwood, Ontario

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too.

ASK FOR CATALOG NO. 25HM.

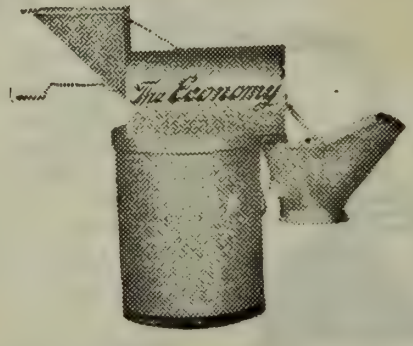
9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

REED'S
ECONOMY ROTARY
ASH SIFTER

Made Better so as to Sell Better



DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited

37 St. Antoine Street, Montreal

VISES *A Type and Size for Every Service*

Rock Island Combination Forge, Anvil and Vise

FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is driven by an accurately cut gear and pinion.

VISE — jaws ars 3½ inches wide and open 11 inches.

PIPE JAWS — take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

100,000 PHONOGRAPHS at $15.00

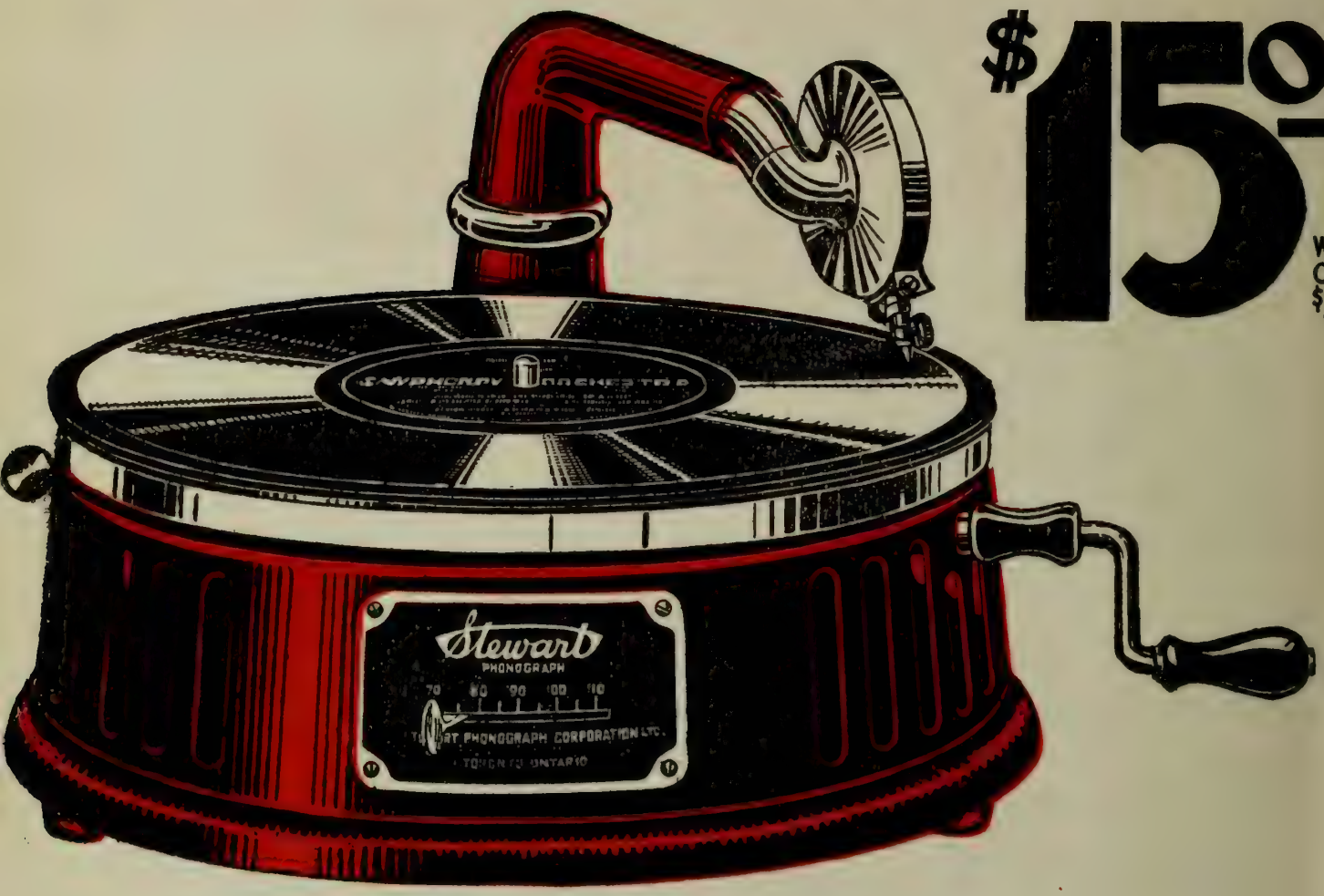
Will Be Sold at Retail This Year

The most sensational event in the history of merchandising on this continent was the sale in the United States of 50,000 Stewart Phonographs from one advertisement. So far this year, Canada has outstripped the United States in sales per capita. At the present rate of sale 100,000 Stewart Phonographs will be sold at $15.00 retail ($15 50 in the West) in Canada this year. Merchants and jobbers will pocket over a half-million dollars in profits. Many merchants will have profits running into more than $1000 from Stewart Phonographs alone.

Over $500,000 profits will be divided by Merchants in these lines:

Departmental Stores
General Stores
Music Stores
Jewellers
Drug
Book Stores
Novelty Stores
Furniture
Hardware
Electrical Goods

Stewart PHONOGRAPH



$15.00

Western Canada $15.50.

Plays all records—Wonderful volume and tone quality—Silent, smooth-running motor—Universal tone arm—Speed regulator—Beautiful mahogany enamel with nickel finish trimmings. A handsome, sturdy phonograph—strong enough for everyday use—fine enough for any gathering. Its only competitors sell for many times its price.

The Greatest Phonograph Advertising Campaign Ever Launched in Canada

To Bring Customers to Merchants' Stores

The Wonderful Stewart Phonograph is not going to blush unadvertised. In a few days millions of people from coast to coast will be reading the first advertisement of a nation-wide campaign—city people, town people, village people, farmers, everybody. The greatest selling effort ever put behind a phonograph in Canada will help merchants sell the Stewart Phonograph. We must have rapid sales to maintain the low price.

Every Important Newspaper in the Country

The list of newspapers carrying Stewart Phonograph advertising is as long as your arm. It includes every important newspaper in Canada. These papers reach every city, town and village in the country and hundreds of thousands of farms. You read one of them yourself. Nearly every man and woman in Canada reads one of them. We are advertising in French and English. We are advertising to rich and poor. We are advertising in morning papers and evening papers. Our newspapers alone reach over 4¼ million readers.

Farm Papers And Magazines

We want to be sure that we do not miss a single Canadian with our advertising.

So we are using the big farm papers and magazines. Full page advertisements. It costs a lot of money, but it will sell a tremendous number of Stewart Phonographs.

Every advertisement will Reach 4,294,469 people. Hundreds of them live near your store—scores of them are your customers. Have the Stewart Phonograph ready when they ask for it.

An Advertisement Every Few Days—Over 31 Million in All

This year will see over 31 million Stewart Phonograph ads. appear in Canada. They'll be in the papers **every few days from now to the end of the year**—March, April, May, June, July, August, September, October, November, December—ten months of intensive selling, with a big drive at Christmas time.

Each AD. About Half Page

You know what half-pages in the newspapers do when it comes to selling goods. Then just picture these big, dominating Stewart Phonograph advertisements appearing every few days. Beautiful illustrations. Clear, convincing language. An urgent message to the customer to buy a Stewart Phonograph now—and to buy it in your kind of store.

ORDER— See the next page—use the other side of this form—order from your jobber or from us.

Stewart Phonograph Corporation
Limited
1110 Temple Building
Toronto, Ontario

50% to you

The Stewart Phonograph proposition is one of big profits and big sales. Some dealers are now selling three or four machines a day. Only 100,000 machines from our output have been allotted to Canada—the rest are for export. It won't take very many dealers to sell that number of machines. Obviously the wise thing to do is to get some machines in stock now.

PRICES

Ask for Discount on Quantities

Order Through Your Jobber

Jobbers in all lines will have Stewart Phonographs in stock. Send your order to your regular jobber. If he hasn't got them, he will get them for you. Get this order in soon so that you will have Stewart Phonographs when people are asking for them.

Or Send This Order to Us —

Stewart Phonograph Corporation Ltd.
1110 Temple Building, Toronto, Ontario

I want.....Stewart Phonographs

Name.....

Address.....

Jobber's Name.....

City.....

First Come First Served

Jobbers will be supplied in the order in which they make application to us. Several jobbers have contracts with us now which will make quite a hole in our output. The best thing the retail merchant can do to insure a supply of Stewart Phonographs for his store is to write his jobber at once or to send us this order which will be filled through the jobber.

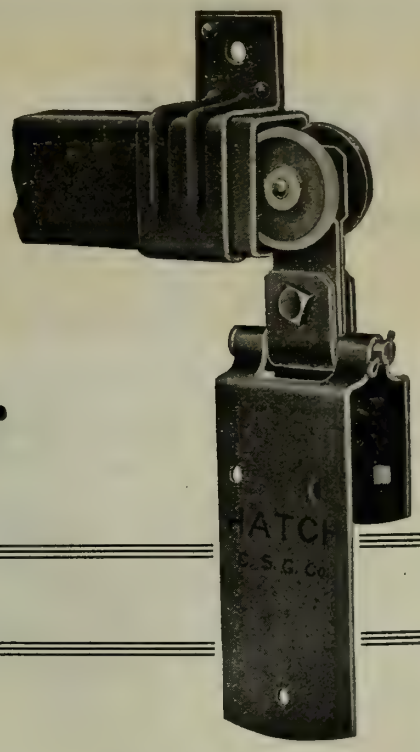
Jobbers Write us to-day for the Stewart Phonograph proposition.

This announcement is going to retailers through this and other papers. A giant broadside is being mailed to every retailer in Canada who can handle Stewart Phonographs. Newspaper advertising is in the hands of the papers. The orders will be on their way to jobbers in a few days. Some of the jobbers are ready. How about you? We have an attractive proposition. GET IN TOUCH WITH US NOW.

An Old Friend of the Trade

The Hatch

Trolley Hanger



Moderate Price—Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight, per dozen pairs, 85 lbs.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

Wringers for Stationary Tubs

Are Rapidly Increasing in Demand

Fitted with reversible drip board, the water may be shed either way, so that clothes are wrung into either tub without changing the position of the wringer.

The "MELROSE" carries the ARROW BRAND and is our best grade. It has 11-in. rolls guaranteed for 5 years in family use, covered cogs and ball bearings.

With reasonable care it will last much longer than the period of warranty.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

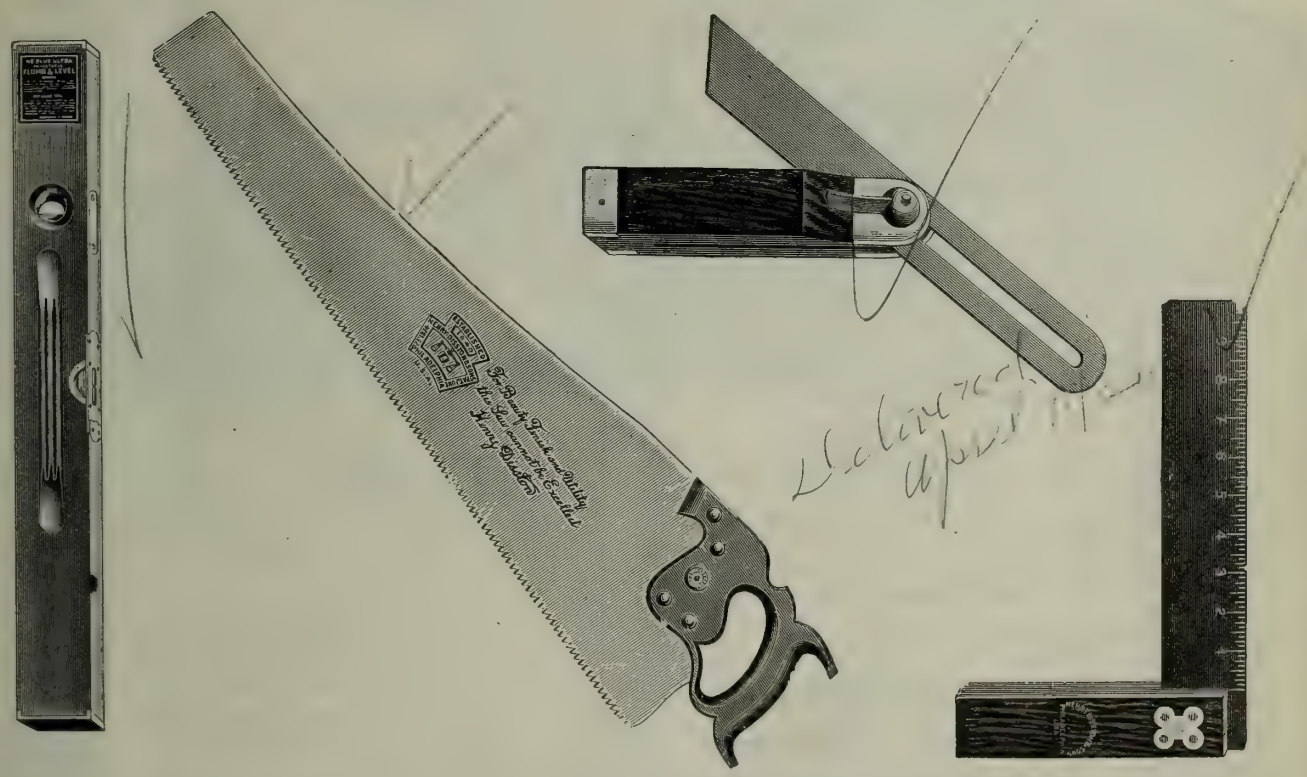
Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

DISSTON BRAND TOOLS

LEWIS BROS., LIMITED, MONTREAL

Headquarters

STOCKS CARRIED TO FILL ALL REASONABE DEMANDS



THE HARDWARE DEALER who carries this profitable and quick-selling line of tools has "HITCHED HIS WAGON TO A STAR," because the master artisan will instinctively specify "DISSTON" when ordering his supplies for any contract that requires consistent precision throughout the whole job.

Better write us about

The Service-Giving Fully Guaranteed

DISSTON LINE

G. W. Korn's Razors Have the Edge

on all other razors through their quality to give a better shave at all times.
It's the quality—inborn through constant years of knowledge-building experience, and familiarity with the requirements of discriminating buyers.
You can't overstep, nor overstock, on G. W. Korn's Razors. Purchasers are ever on the alert for a razor of appearance, and shaving abilities.
We offer a large, profit-pulling assortment, which is pictured to advantage in our catalogue. **Write for it.**

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

$5,000,000 In Annual Sales of Hoyt Mixed Metal!

Are You Sharing In This?

Hoyt Metals are in demand because they are insurance to owners of valuable machinery, a source of satisfaction to engineers and splendid business builders for the merchant.

Look over your neighborhood—the factory, the publisher, the printers, the newspapers, tinsmiths and a host of others are your customers.

Make the most of it—write us.

Hoyt Metal Company
Montreal TORONTO Winnipeg

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

Gendron
Invalid Wheel and Rolling Chairs

The misfortunes of war have created special need for these comfortable, easily handled chairs. Built with attention to every small detail that tends to promote comfort, or relieve suffering, they are without a superior.

A dependable, salable line that the dealer may offer with confidence that every sale promotes future business.

The Gendron Mfg. Co., Limited
137 Duchess Street, Toronto, Canada

Starrett Hack Saws

LOOK AT THE TEETH!

Take any Starrett Hack Saw and note the spacing of the teeth—even throughout the length of the blade.

Look at the forward or cutting edges of the teeth—straight and sturdy. Each tooth milled to a depth a trifle less than the space between two teeth. That's why Starrett Blades cut faster throughout their life.
Look at the back-slope—great enough to take the strain of heavy, fast cutting, yet not so extreme as to cause excessive "contact area" as the teeth become worn. That's why Starrett Blades last longer.

Look at the "set" — regular — alternate — the "set" that tests and the experiences of thousands of users have proved most practical.

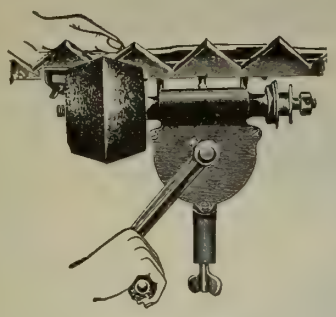
Write for a Hack Saw Chart and Catalog No. 21 MA.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

Athol, Mass.

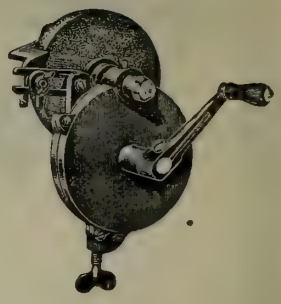
42-25



Perfection Grinders

Series 19 to 27

These efficient, neatly finished grinders are equipped with cut gears—cut from solid blanks—thus eliminating rattling and lost motion. Parts subject to breakage are of malleable iron. A very superior machine, not classed as a cheap line. They sell readily and give great satisfaction.

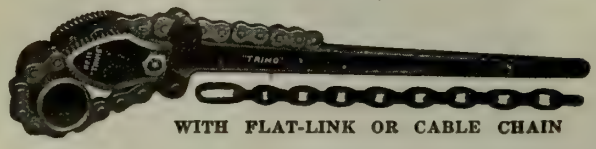


Star Specialty Manufacturing Company

227-233 West Erie Street **Chicago, Illinois**

TRIMO

Trimo Chain Wrenches



WITH FLAT-LINK OR CABLE CHAIN

This wrench is designed for strength. Its range of work is as great as that of any tool of its kind. All parts are interchangeable and both handle and jaws are drop forged of selected steel.

TRIMO GIANT CHAIN WRENCH

This wrench is especially useful for trench and close quarter work and installation of sprinkler systems.

Trimont Mfg. Company

Roxbury (Boston), Mass., U.S.A.

"No Creep— No Crawl"

"Transfer" Power Belting

An Ingenious Double Weave

makes each thickness practically 2-ply because it is double woven and so united that the parts cannot "creep" or "crawl."

Exceptionally strong and reliable; weatherproofed; and its unusually perfect "hug" takes care of suddenly shifting loads with ease.

Made in widths from 1 to 48 inches, and in 2 to 10-ply.

Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies

McKinnon Bldg. **Toronto, Ont.**

THE manufacturing plants in your district present an opportunity for sales in these high quality lines.

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles.

Their well-known reputation for quality is a valuable asset to the dealer selling them. A complete stock on hand, together with an attention-creating display, will attract your local buyers.

May we send you catalogue and prices?

Canadian Sales Representatives:

A. E. Hinds & Company, Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibbs, 3 St. Nicholas St., Montreal, Canada 'Phone Main 2343.
The Triangle Co of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

UNITED STATES SAND PAPER CO. WILLIAMSPORT, PENN

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company
Limited
St. Catharines, Ontario

Keystone Household Brushes

Are Extra Well Filled With Best Quality Fibres and Bristles

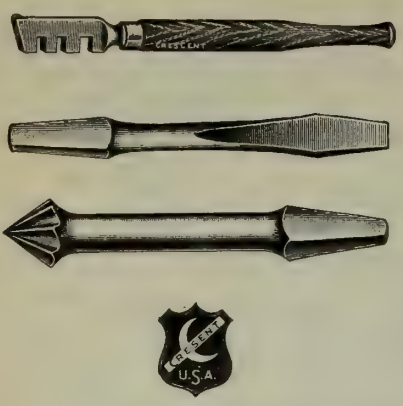
We want you to compare Keystone Brushes with any other brands you are now handling.

You will be impressed by two things: the finer finish of the backs of Keystone Brushes, and how much thicker filled they are with best quality fibres and bristles.

We would draw your particular attention to our Keystone Floor Brushes. These have now a new handle with a cast-iron thread. This handle will outwear the brush itself. Write us for full particulars.

KEYSTONE BRAND

Stevens-Hepner Co., Limited
Port Elgin, Ont.



"Crescent"

The Profit and Turnover Line

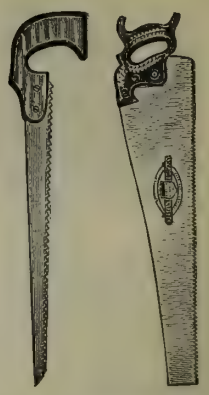
One that makes money for the dealer because Crescent goods sell. They sell well and bring good profit as well as being of consistent high quality that satisfies customers and insures permanent business.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company
Meriden, Conn.



A Profitable Seller

It's good business to sell **Vol-Peek.** 60% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at one-half cent per mend. Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages, for $2.25. Sells at 15c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg. Co.
Box 2024. Montreal, Canada

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

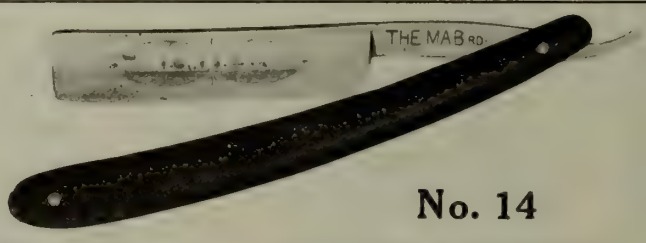
Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

A safe and certain line for all Hardwaremen



No. 14

25 years reputation

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto Telephone Main, 6510

Made by THE MAB CO., Birmingham and Sheffield, England

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

THE

LAIDLAW

LAIDLAW — SINGLE LOOP — LAIDLAW

Largest Stock in Canada

BALE-TIE

Prompt Shipments

LAIDLAW — CROSSHEAD — LAIDLAW

CO., LTD.

Head Office and Factory: HAMILTON, ONT.

WIRE

All Sizes, Any Finish, Every Purpose

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

INCOMPARABLE

REGISTERED
TRADE MARK.

Buyers of Fishing Tackle!

In recent years you must have noticed a marked tendency on the part of **Anglers** to demand finer—less clumsy—better quality tackle. In other words, anglers are becoming real **Sportsmen,** instead of just fishermen and prefer to rely more on their own skill than on coarse, cheap tackle, large hooks and hand lines.

Buyers: Be prepared. The demand for higher grade, more sportsmanlike tackle is surely growing rapidly.

We manufacture all grades, but we much prefer to make and sell the **best**—the most sport-productive and cheapest in the end —the **Incomparable Brand.**

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.

Clive Road
Redditch - England

Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois

PINK'S LUMBERING TOOLS

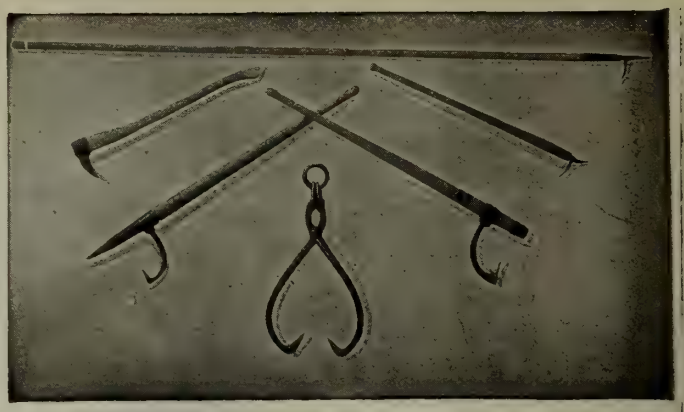
The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

BOLINDER'S

FOOD CHOPPING and MINCING MACHINES

THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning.

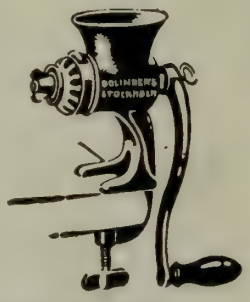
Made in 9 sizes

Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.



J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

Back of Every File

we manufacture is the unqualified guarantee that it will perform the job for which it is intended perfectly — or the price you paid for its is returned without question.

You are judge and jury—the last court of resort.

Most Canadian and some American companies have used P.H. & Imperial Files and have found that

"They cut faster and wear longer"

Be file-wise.

Ingersoll File Company Limited

John Morrow Screw & Nut Co., Limited

Sole Distributors

Ingersoll, Ontario

INGERSOLL

Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

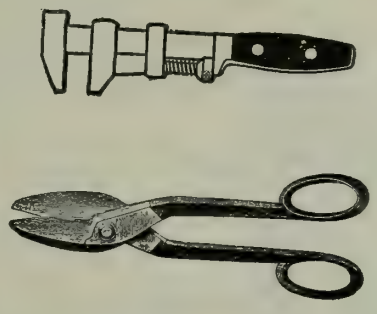
We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL **143-153 University Ave., Toronto, Canada.**

Retailers' Electro Service

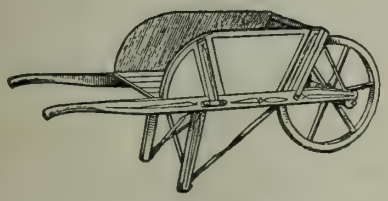
A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

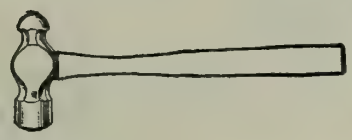
366


22

370

175


79

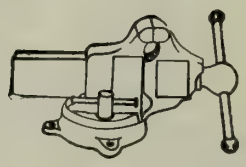

399

372

159

330

72


67

THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 25c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Sir Thomas White Will Be Next Premier

THIS prediction is made by J. K. Munro in the March 1st issue of MacLean's, now on sale. He carefully reviews the situation that has developed at Ottawa and indicates the straws which show that the wind is setting in the direction of the Ex-Finance Minister: A clear and shrewd summing up of the situation written in semi-humorous vein.

This article is one of a great many unusual and vital articles in this number. For instance:

Pellatt the Plunger

By J. L. Rutledge

A very readable sketch of the picturesque Toronto financier, containing some stories that have never before been told.

All We Like Sheep

By Nellie L. McClung

A humorous account of a rather sad investment.

Balking the Bootlegger

By Guy E. Morton

An article on the methods followed in detecting the illicit sale of liquor; interesting and amusing.

Stories by Basil King, Camilla Kenyon, Robert E. Pinkerton and E. Llewellyn Hughes.

The World in a Nutshell

One of the best features in any magazine the world over is the "Review of Reviews" department, which gives the best articles from all periodicals in condensed form. Some of the reprinted articles found in this number are:

News Dealers often run short of copies of MacLean's.

Get yours early.

And remember that the big March 15th issue will be on the news stands in two weeks time.

The True Story of the Czar's Death
Noske, Dictator of Germany
Is a Cataclysm Coming?
The Spy Behind the Lines
Peace Treaty Must be Remade
The Motor Car of To-morrow
A City Under Soviet Rule
The Camel of the Frozen Desert
Idiosyncrasies of Your Eyes
Bolshevism is Drawing Back
Moving Pictures at 250 to the Second
First Case For the League of Nations
New Form of Cure Found
New Scientific Discovery—Bending of Light
Lenine, His Life and Work
Will Find Records of Great Antiquity

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

March 1st Issue *Now on Sale At All News Dealers* ***20c.***

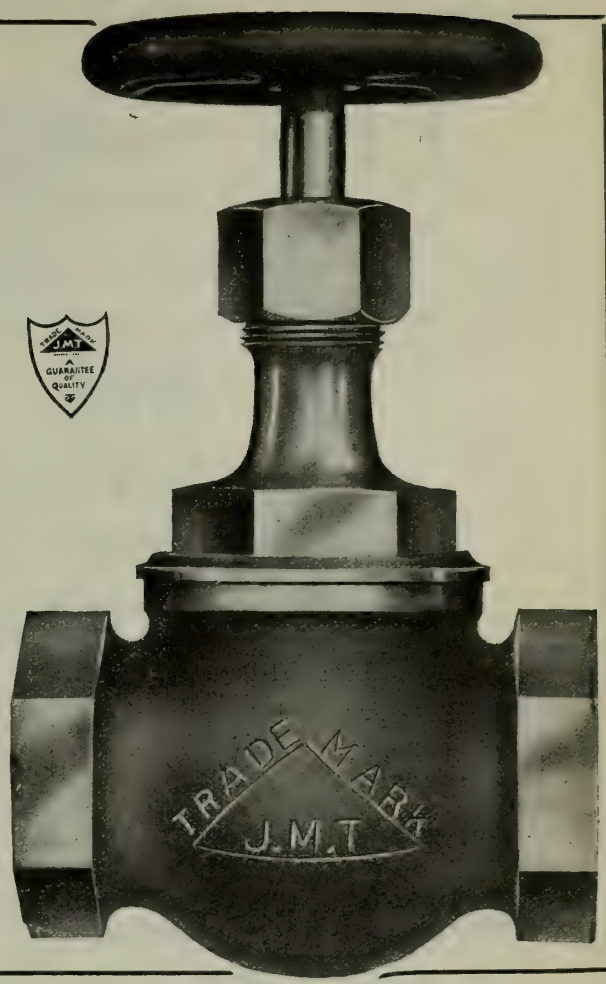
You Can Flood Your Business With Prosperity Through

Morrison Valves

These efficient valves sell well because their reliability is so well understood and accepted that they are specified almost as a matter of course on the drawings for most all important contracts.

This enviable reputation not only helps sales, but builds prestige for your store. A full guarantee of satisfaction.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto



The Duke No. 1914 Hanger and No. 1915 Track

No. 1914 Square Trolley Hanger

Note the round running bed in our famous number 1915 Square Trolley Track

The feature that makes the Duke the easiest seller

When ordering, order Hangers, Track and Brackets. 1914 Hangers packed one pair in carton with bolts for erecting.

1915 Track supplied in 4 ft., 6 ft., 8 ft. and 10 ft. lengths.

1915 Track supports.

Ask for our new catalogue.

End View of 1915 Track

SLATER & BARNARD, Limited
HAMILTON, ONTARIO

The MADE IN CANADA Gillette TRADE MARK KNOWN THE WORLD OVER Mark

March 1920 Vol. 1. No. 1. Montreal, Canada

Who Covers Your Territory ?

Mr. D. P. Cotter, Sales Manager of the Gillette Safety Razor Co. of Canada, Limited, announces the following representatives to cover the various sales districts:

J. H. McRae—Covering B.C. and Vancouver Island.

P. C. Shaver—Covering Alberta and Saskatchewan.

C. H. Edick—Covering Manitoba and Saskatchewan.

Frank W. Lunan—Covering Western and Central Ontario and Niagara Peninsula.

F. C. Ritchie—Covering Eastern and Northern Ontario.

J. Beauvais—Covering Quebec Province and Ottawa Section. .

J. H. Ward—Covering Maritime Provinces and Newfoundland.

The little sketch represents the spirit of the men after their attendance at the Conference in Boston, and the Salesmen's Factory Course at Montreal. They have borrowed the Prince of Wales' motto—"I SERVE."

Business Prospects for 1920

In these days when no one can say what a dollar is worth, values are being based more and more in relation to the absolute necessities of life.

Where, then, a Gillette Safety Razor used to be worth 5 or more bushels of wheat, the price of a Gillette to-day is a trifle over 2 bushels of No. 1 hard. Everybody can afford a Gillette.

That is one reason why last year was a record for sales and why this year will beat it. With comparatively little effort the dealer can clean up excellent profits.

Hence new additions to our factories.

Look Out for the Big Fellow

Were you at the Hamilton Convention? It was the biggest thing in years. And by general consent, the biggest thing at the Convention was the Big Fellow. If you were there **You** know what we mean. If you were not, look out for the announcement of this new member of the Gillette family.

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MARCH 6, 1920 No. 10

CONTENTS

Are You Getting Your Share? 53-54
Seasonable Window Suggestions 55
50,000 Tons of Sheets Accumulated 56
Practical Hints on Advertising 57-58
Farmers Are Big Buyers of Autos 59-61
Editorial Comment 62-63
Events in the Trade 64-67
The Clerk's Department 68-69
New Hardware Goods 72
The Markets at a Glance 73
Weekly Hardware Markets 73-79
Weekly Paint and Varnish Department 80-88
Developing Salesmanship 80-82
The Brush Department 84
May Be Two Cent Advance in Lead 86
Weekly Paint Markets 88

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1021; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9138.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

Why does the big ship last a hundred years?

IT IS not at all uncommon for a big ocean ship to stay in service for a century. Even though buffeted by storms without number, it rides the waves as on a cushion.

Hassler Shock Absorbers are to your Ford Car what the great cushion of water is to the ship. They take up every jolt and jar and prevent vibration.

You actually can add a third to the life of your Ford Car by equipping it with Hassler Shock Absorbers.

Your running expense, including tires, repairs, gasoline, is decreased very considerably. In fact, in tires and repairs there is at least a thirty per cent. saving!

And not only is your Ford made a better investment, but a more satisfactory one. It is made comfortable; it steers easier; it is safer; and you can get greater service from it because you will feel inclined to drive it farther.

Regular Hasslers are for the Touring Car, Roadster and the Coupe. There are special Hasslers for the Ford Sedan. Also for the Ford Commercial Car and the Ford One-Ton Truck.

Hasslers do not necessitate the mutilation of the car in any way. They are quickly and easily installed by your garageman. You are privileged to use them for ten days and if you are not pleased they are removed without cost to you.

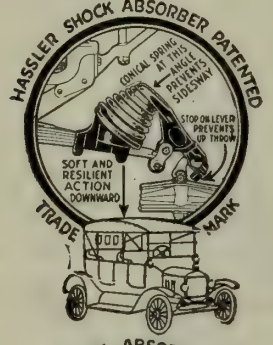
There should be a Hassler dealer near you. If you don't know him, write us and we'll tell you about our 10-day Trial Offer and see that you are supplied promptly.

Opportunities now for exclusive distributors in many foreign countries.

ROBERT H. HASSLER, Ltd.
10 Sherman Ave. Hamilton, Ont.

Hassler Sales & Service Station. 2, 4, 6 and 8 Wood St., Toronto, Ont.
W. L. Renton & Company, 16 Jarvis St., Hamilton, Ont.

A Standardized Quality Product—Worth the Price



For Ford Passenger Cars.

This Twin Type for Front and Rear of Ford Sedans.

This Twin Type for Front and Rear of Ford Commercial Cars.

This Twin Type for Front and Rear of Ford One-Ton Trucks.

TRADE MARK REGISTERED

Shock Absorbers

PATENTED

for Ford Cars and Trucks

The Conical springs set at the angle shown prevent sideway and allow for the most resilient downward action. The springs compress on either upward or downward movements—do not stretch out of shape—do not allow up-throw. Hasslers last as long as the Ford and make it last.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MARCH 6, 1920 No. 10

Are You Getting Your Share?

It is Estimated That 70,000 New Autos Will Be Sold in Canada This Year, Making a Total of More Than 400,000 Cars in Daily Use—Splendid Opportunities for the Hardware Merchant in Selling Accessories and Supplies

THOSE who are in a position to gauge the situation with some accuracy estimate that at the present rate of sales there will be more than 400,000 automobiles in every-day use in Canada by the end of this year.

It is hard to grasp just how fast the automobile business is growing. In 1907, only thirteen years ago, there were 2,100 cars in use. In 1915, the year after the war started there were 87,675.

It is not very long to look back and yet in the five years that have elapsed approximately a quarter of a million cars have been sold and are in use.

A REAL OPPORTUNITY

The growth of this business has meant real profits for any number of hardware merchants who saw the opportunities that were offering and went after the car owners' business. Many of them have seen their auto accessory department grow from a few tires and wrenches to one of the most important sections in the store.

There are just as splendid opportunities offering to-day. Every car that is sold requires accessories and supplies. The sale of 70,000 new cars this year means that there will be just that much more business done by the men who are in a position to look after the requirements of the car owner.

ARE GOOD BUYERS

The car owner in 999 cases out of a thousand is a good buyer. He has the money and if he is shown something that will make his car more comfortable, easier to operate, or that will be of service to him in any way, he wants it.

From the standpoint of the hardware merchant auto accessories make the store more attractive and also act as a drawcard for other business. Any number of hardware men have found that the car owner who comes to them for accessories, comes back when he wants hardware, paints for his home and other things.

It is only a question of a very short time appar-

If you were an auto owner and saw a display like this in a store wouldn't you be interested at once? That is just what happened at Platt Bros.' store, and every month sees more car owners buying their accessories there. Mr. Platt says his wall displays, his tire rack and his silent salesmen have been the means of greatly increasing his business. Are there any suggestions here you can put into practice?

ently when there will be half a million automobiles in daily use in Canada. The cars are being turned out as quickly as the factories can make them and the plants in the last few months in Canada have laid out $50,000,000 in new buildings and machinery to take care of the business. And still they are far behind with orders.

Expanding Rapidly

Discussing editorially the outlook in the auto accessory trade from the standpoint of the hardware merchant, the "American Artisan and Hardware Record" says:

"Recent developments clearly show that the automobile industry is expanding rapidly. Noteworthy are the record breaking crowds which flocked to the Automobile Show held in Chicago. More cars were sold at this exhibit than in any of the previous years in which it was held. Both pleasure and commercial cars were the source of interest. Sales were far above the average. Most particularly, attention is directed to the adoption of the automobile truck as an aid to increased production and distribution. The commercial car is being widely used for freight hauling. From other sources comes the report that tractors are being extensively sold. Indeed, the use of automobiles both for pleasure and business is increasing at an astonishing rate.

What It Means

What does this mean to the hardware dealer? In the first place, it is a simple step of reasoning that an increase in the number of cars, both pleasure and commercial, put into use and the number of tractors sold appreciably augments the demand for automobile accessories. It is, therefore, a battle of wits now between the garage man and the hardware dealer to determine whether one shall sell all the automobile accessories. There is no reason for permitting the garage owner to gain all of the profits which are bound to be made. A part of it should go to the hardware dealer. But will it? That depends upon the initiative of the individual merchant.

Gets His Share

If he has resourcefulness and foresightednes he will see to it that matters are so arranged that his share of the automobile supplies business will be enough to warrant an extension of this part of his trade. To illustrate the connection of automobile accessories with the general lines of hardware, it would be well to mention the fact that very recently a manufacturing company announced that it will make automobile hardware. Furthermore, many of the staple articles ordinarily sold by the hardware retailer are in demand by the automobilist. It can be seen that there is a close relation between the greater portion of automobile accessories and the usual hardware line. Wrenches, files, paints, screws, bolts, nuts—even gasoline—were sold by the hardware dealer before the automobile was invented. Why not now—and to the car owner?

To Meet the Needs

Of course, the hardware stock has to be enlarged in some respects in order to meet the varied needs of to-day. But it requires no unusual deviation from the present line handled by the hardware dealer. He does not have to set aside part of his store and devote it to automobile accessories only. Nor must he divide his attention equally between his general business and the new line. He can, without any radical change of his store, put both his former stock and the automobile supplies together.

Chances to Sell

It must not be supposed though, that once a supply of accessories is stocked that they will sell themselves. It is this misapprehension on the part of the retail hardware merchant that has led some dealers to the conclusion that automobile accessories are not a profitable line. The dealer must consider that he has a competitor in every garage man in his neighborhood, who concentrates his entire attention upon the gaining of this business. But this need not discourage the merchant who has the ability to make good in his own line. By advertising and soliciting among their present customers, hardware dealers can create the impression in their territory that the hardware store is the proper place to buy automobile accessories. It requires time and attention. But all things which bring profitable results require time and attention. Yet the percentage of profits and the general increase of the scope of the retailer's business, as a result of accessory sales, make it worth while.

General Business

Another phase of the automobile accessory business which the hardware retailer should consider is the increase in his general business which will result.. Automobilists also require hardware supplies. They require kitchen utensils, paints for their homes, and warm air heaters to heat their dwellings.

Often, dealers have recognized the profits to be had from selling automobile accessories in connection with their general hardware line, but have lost out by their lack of even the most fundamental principles pertaining to the running of a car. Though the hardware merchant need not be a skilled mechanic, if he seeks to make a success out of his automobile supplies he must know the basic rules of automobile construction. Most hardware merchants have cars. In addition, a little time spent each day in learning such things as the fundamentals of car wiring, the proper installation of spark plugs, and similar details, will not only add to the dealer's ability efficiently to sell accessories, but will broaden his general knowledge.

It can be safely said that the time spent in planning and studying with a view to enlarging the hardware store for the purpose of selling automobile accessories will pay for itself doubly. The project should not be undertaken rashly. Careful deliberation and a study of the field for the purpose of determining the proper articles to stock for quick turnover, are essential.

Proposed New Bill May Mean More Business for Hardware Merchants of Ontario

Legislation to be Considered at Coming Session to Make Compulsory the Installation of Lightning Rods on All Barns, Mills and Elevators

AN important piece of legislation which is of interest to hardware merchants in Ontario will be considered at the coming session of the Provincial Legislature in the shape of a bill providing for compulsory installation of lightning rods on all barns, elevators or mills which are erected at a cost of $2,000 or more or which contain foodstuffs valued at $2,000. The proposed new Act is being taken up with the Provincial Treasurer and also with the Mutual Fire Underwriters' Association by Deputy Fire Ranger George F. Lewis.

As a protection to householders, the bill will make it necessary for licenses for the sale and installation of lightning rods, to be obtained from the Fire Marshal's Department and will exact a guarantee from the companies that they will make good any damage which may result from the installation of the rods.

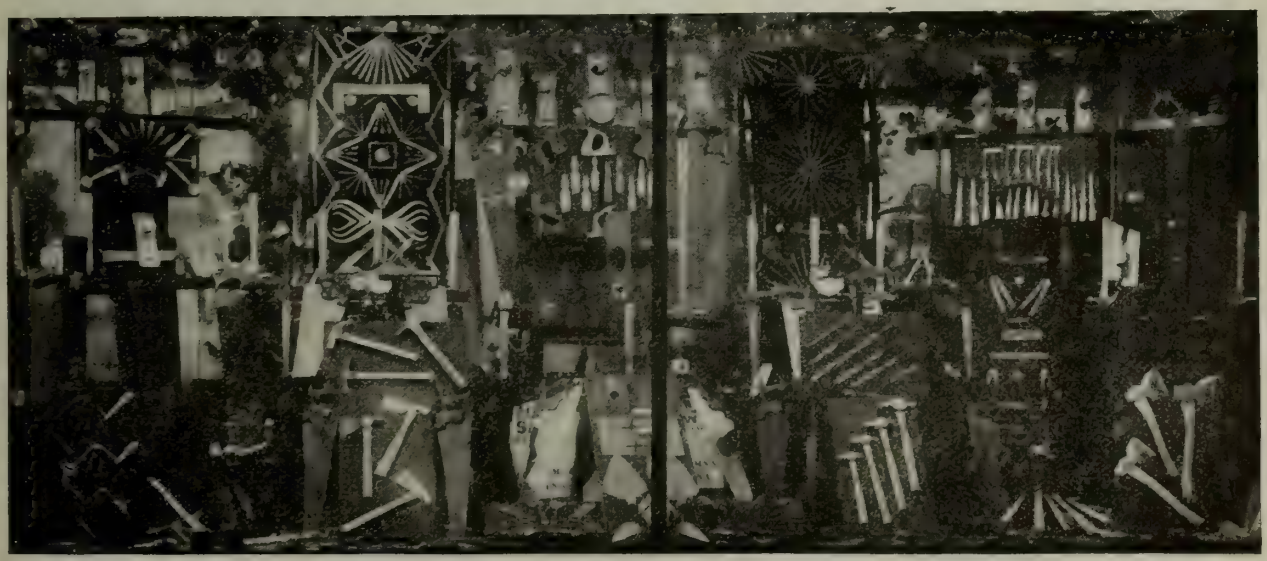
The bill has been submitted to Hon. Peter Smith, Provincial Treasurer, and if it meets with his approval and that of the other Ministers, it will be introduced during the coming session of the Legislature. If passed, it will become effective on January 2, 1921, after which date persons failing to comply with its provisions will be liable to a penalty of $20 a day for each day in default.

Some of the underwriters expressed the opinion that the bill did not go far enough, and that it should require installation of lightning rods on all barns now built. Mr. Lewis stated that such a provision might render the act too drastic. If any alterations are made to barns or elevators now built, however, the buildings will thus be brought within the act. The underwriters appointed a committee to consider the proposed legislation.

A reduction of more than 40 per cent. in Ontario's fire waste in 1919 was reported by E. P. Heaton, Fire Marshal. There were 10,301 fires in the Province during the year, with a total loss of $9,490,478, as against 9,740 fires with a loss of $15,673,240. Mr. Heaton warned against the use of gasoline lamps and other appliances in hen houses, for the purpose of increasing egg production.

Seasonable Window Suggestions

Here is a window display which was used to help clear out a stock of various small lines, and also to stimulate interest in wash day supplies. Note the use made of show cards and also the prominence given to prices.



The fact that building returns during February broke all records in many places may be taken as a pretty fair indication that construction work is getting under way early and is likely to be very heavy. Tools and more tools will be required and windows like that shown above will be a big factor in keeping your stock moving.

50,000 Tons of Sheets Accumulated Owing to Shortage of Cars

What Will Happen in the Sheet Market? New Business at Pittsburgh is Being Taken on the Open Price Plan

PITTSBURGH. — Accumulations of sheets and tin plates at the makers' mills during the past week have increased alarmingly owing to the lack of care for shipments, and there is sufficient stock now to force reduced production of both products among many of the manufacturers. It is estimated that at least 50,000 tons of sheets are held up in this manner, causing the stringency in the sheet market to become acute. In spite of this, however, there is some forward business being taken in this sheet trade, where old customers are asking for protection beyond the second quarter. In most instances this new business is being taken on the open price plan, the price to be adjusted later.

Somewhat Improved

Sheet bar supply to the mills dependent upon the open market for their source has been somewhat improved, not so much through increased receipts as because of the inability of the mills to run so fully with lack of car supply, which has shortened coal and crowded warehouses and storage capacity with unshipped stocks. Sheet and tin plate manufacturers who are engaged to any extent in the export trade are reporting the present situation regarding foreign exchange is discouraging that business and really acting as a temporary aid for the domestic shortage.

Maximum Prices?

Most of the steel consumers in Pittsburg territory regard the market as having reached its maximum in price advances in so far as basic materials are concerned, and in finished lines any further upward movement will be only a readjustment to cover higher costs. The basis for this belief is the manner in which pig iron and semi-finished steel have acted over the past two weeks. Here and there have been spot sales of steel-making iron at a little advance in the prices, but the bulk of business that has been seriously considered has been clinging close to the $43 base for basic and $42 for Bessemer. Some trading has been on a $41 base for basic for the last half and malleable pig has been unable to rise above $14, and the bulk of the business may be regarded as $43 tonnage or below that figure during the past few weeks.

Semi-Finished Market

In semi-finished steel the contractual obligations of the leading producers not affected by the Steel Corporation influence, have been holding back from any advance. Billets and sheet bars have been taken on the books at $65 maximum for billets and $70 for sheet bars. Occasional sales up to $90 for forging billets and $80 for sheet bars have been reported, but represent the abnormal, not the general trading area of price. The fact that steel is scarce because of lack of fuel and the shortage of cars satisfies the buyers as well as the seller that the advances based on such conditions are not lasting and once car supply increases, a chief cause for the present confused state of trading will be broken and a more satisfactory basis of trade is bound to follow. Shippers are looking for improved car supply with the resumption of ownership of the railroads by the stockholders organization. Preliminary steps to this end have been under way and are really the basis of much of the present acute car shortage which is felt throughout the Pittsburg district, for all roads have been gathering their equipment into their own control as much as possible.

The Pipe Market

The feature of the week in the pipe trade that has aroused interest is the butteweld pipe trade which is wanting to expand along with the building and other lines of industry, but which appears to be caught in a vise-like grip of car and coal shortage, and which is going to interfere with building this year. It is not a question of price but of getting material that concerns the pipe consumer at this time. Small sales of line pipe are being made at premiums varying according to the sizes and the quantity involved. It is noted that the smaller dimensions of tubular goods are the most difficult to place anywhere. Jobbers' stocks have been cleaned up to a remarkable degree.

Stringent Regulations Planned in Manitoba Regarding Sale of Farm Implements

Bill Provides That No Dealer Shall Misrepresent Goods With the Penalty of Being Forced to Return the Money in Case He Does

WINNIPEG. — Stringent regulations respecting the sale of farm implements are included in a bill which received its second reading in the Provincial Legislature by the Minister of Agriculture.

The bill provides that no dealer shall misrepresent his goods with the penalty of being forced to return the money for such articles as he misrepresents. The bill also provides that no second-hand material shall be used in manufacture of implements.

Following are the amendments:

"All implements sold by implement dealers shall be deemed to have been sold upon the representation that such implement was a new implement and if any implement or any part is discovered to be second-hand, used or rebuilt, the purchaser may, at his option return the implement and receive back money paid on account of same, together with interest, and the sale shall be cancelled.

"Should any representation or statement as to what any machine or implement will do, or as to what its capacity is, be made by any machine company or machine agent in advertising matter, pamphlets, literature, letters or circulars" whether the same has been seen and acted upon by the purchaser or not or to such purchaser verbally prove to be untrue, the purchaser may at his option return the implement or machine and receive back money paid on account of same together with interest, and the sale shall be cancelled.

Thomas C. Stewart Dies At Woodstock

Following an illness of only a week with heart trouble, the death occurred at Woodstock, Ont., on Monday of Thomas Cook Stewart, director in the James Stewart Mfg. Co., Limited. Mr. Stewart attended the annual meeting of the Ontario Hardware Association at Hamilton and was apparently in excellent health then. He was taken ill soon after his return and grew steadily worse.

He was widely known and esteemed among hardware merchants, having represented his firm on the road for over 40 years.

He was the third son of the late James Stewart, who founded the Stewart Stove Foundry in Hamilton, Ont., almost 70 years ago, and carried it on until the business was removed to Woodstock thirty years ago. Thomas C. was born in Hamilton 76 years ago. Mr. Adam Stewart, of Woodstock, Ont., is a brother.

Purchases Hardware Business at Walkerton

Walkerton, Ont.—Andy Johnston has bought out the interest of his partner, Mr. John Richardson, in the firm of Johnston & Richardson, hardware and pulmbing, and will carry on the business. Mr. Richardson, who came here five months ago from Galt, is withdrawing from the business. but has not yet announced where he will locate.

Practical Hints on Advertising

Change Your Copy Frequently and Always Feature Seasonable Lines—Illustrations Are Always a Help in Making "Catchy Copy"—Have a Drawer and Number Your Cuts so You Can Get Them Quickly

Written by G. V. White, of the Sumner Co., Moncton, N.B.

THOUGH the old question "Does Advertising Pay?" has long ago answered itself, there are still a great many merchants who for one reason or another do not avail themselves of its benefits, and the hardware trade has its full quota in this class.

I recently asked a dealer why he did not advertise, and his answer was: "Everyone knows what nails are and and everyone in this town knows I sell them."

I don't even think the answer was original. If there ever was a time when this applied, it is not to-day. Perhaps years ago, when the lines carried by the leading stores were more closely defined, when grocery stores carried only those goods which replenished your larder, and when dry goods and gents' furnishing stores sold wearing apparel and nothing else; when a drug store was a place to have prescriptions filled or buy patent medicines; book stores confined themselves to books and stationery; shoe stores to boots and shoes, and the hardware merchant was an ironmonger, it may have, but only where competition was not keen.

In those days a few kegs of nails were rolled out to the doorway, some rakes and hay forks stood up alongside of them, a range and odd pieces of hardware "stored" in the window, and strap and tee hinges, pails, oil cans, etc., hung from the ceiling. That was before magazines and big city newspapers were to be found everywhere with advertisements ending, "If your local dealer cannot supply you, write direct to ———," and department store catalogues were in every home, or parcel post had helped to make "dealing direct a pleasure."

Are Half Sold

But to-day successful dealers the country over recognize that goods well advertised and displayed are half sold—everything else being equal—and the sale belongs to them by right. Every year sees new lines added to what was formerly considered "regular stock," such as electrical goods, auto accessories, cut glass and china, and in the Western Provinces, harness, furniture and farm implements.

It is not necessary that you should employ an expert ad writer, or yet take a special course; though if you can do either of these, so much the better, but well-applied time and effort will certainly bring satisfying results. A knowledge of type is always an advantage but your local printer will be only too ready to help you if you do not possess it.

I have always been a believer in regular rather than spasmodic advertising, no matter what space used. Take for instance, 5 or 6 inch double column space in the daily, semi-weekly, or weekly that reaches the most people whose trade you want. Insist on it being in as prominent a space as you can command and always in the same place, so that it becomes a part of that particular page as the locals and the editorials do of the ones they appear on.

AN AMATEUR'S COPY

and

THE WAY IT APPEARED

Change It Frequently

Feature seasonable goods and change your copy frequently; if in a daily never less than once a week and twice a week is still better. Study the style of others. Read the advertisements that come into your hands as thoroughly as you do the sporting news. When an ad. strikes you as particularly good, cut it out and file it way for future reference—not with the idea of copying it (for originality should always be practised) but as an example. Personally I keep two files, one for "clippings" and one for ads. I have written.

A "cut" of the article or articles advertised is always catchy, for young and old alike are attracted by pictures. Manufacturers will often furnish these, if sure they will be made good use of, or they can be procured from different services.

Each cut should be stamped with a number upon receipt and a cabinet with several drawers provided so they can be kept sorted according to the different lines they illustrate. Use one for paints, one for kitchen utensils, one for sporting goods, one for tools, one for builders' hardware, and so on.

See that they are always kept in their proper place so you can lay your hands on the one you want at once. You will find it a great help to have a proof of each run off, either on loose leaves that you take out and have new ones printed on from time to time or on separate sheets which you can paste in any books available. Put the numbers of the cut and the drawer in which it is kept underneath.

Always keep a memo of the ones sent to the papers and check them up on their return, which should be as soon after you stop having them run as possible. It is not at all necessary to acquire any numbers of these to start with. Get new ones as you feel you need them and you will be surprised how fast your collection will grow, and if you use care in their selection, how complete it will be.

When using the same cut twice, disguise the reading matter to over balance it. Block out your copy as near the way you want it to appear, print it is the better way, and make your letters larger or smaller according to the way you want the emphasis applied. Be sure the article will "catch" even the casual glancer-over.

What you shall advertise need never bother you; for no store carries at every season of the year a greater number of articles that are WANTED for use. Take for instance the Fall and Winter lanterns and flashlights are absolute necessities, dark mornings suggest alarm clocks, workmen who get meals away from home must have hot drinks, and so vacuum bottles and lunch kits. Snow shovels, skates, sleds, snowshoes, toboggans, new electric light bulbs and reading lamps to "make the long evenings cheerful at home"; coal hods, ash sifters and barrels, fire sets, etc., etc.

For Spring Trade

In fact more and more they crowd in till one wonders how they are all to be done justice to before approaching Spring makes us think that the auto owners are going over their cars and

will want paints and accessories, and the housewife will be looking around for mops and brooms, sink brushes, pails, furniture polish and varnish, stains for the annual house-cleaning.

After that will come the Spring "brightening up" and house paints will be wanted—for inside or outside use—by everybody. Garden tools and poultry netting will once more be used, and so you will have to keep your little space working overtime each of the twelve months if you are going to keep your store associated in the minds of the people in your community with the requirements of each one as the leaves of the calendar are turned over in a way that will make your store dovetail into them as no other one does.

Just another word; do not be discouraged if each and every ad. does not bring immediate results, months after, and when you have forgotten that you ever featured it people will come to your store and ask for goods that they "saw you advertise." I have not had time in this article to touch on "Group Ads.," "Special Runs," "Sales," "Clean-up Week," "Dollar Days," "Xmas" or others when you will require to increase your space and at the start may find yourself at a loss for appropriate sentences to convey what you want to impress, and your descriptive powers may seem at first weak. But persevere, practice and experience will make perfect, and increased returns will surely justify the effort.

Drastic New Bill Aims to Put Trading Stamps Completely Out of Business

Proposed Measure Will Make Party Who Accepts the Trading Stamps Equally Guilty With the Merchant Who Issues Them and Liable to a Heavy Fine

LOUISVILLE, Ky.—Trading stamps are likely to become as dangerous to have in one's possession as whiskey if a new bill now before the Legislature becomes a law.

The Legislature is determined that the brilliantly printed little piece of paper shall absolutely be an outcast, and to this end there has been drawn up a most drastic legislative weapon.

According to this bill the customer who accepts a trading stamp from a merchant is equally guilty with the merchant and subject to the same penalties, which range from five days in jail and $5 fine to fifty days in jail and $50 fine.

Only One Exception

But there is an exception.

If the customer who accepts a stamp turns informer on the retailer, then that customer's guilt is automatically wiped out, rescinded and "nulled" and voided.

But there is another exception.

While the law agrees to throw its protecting cloak around the customer who turns state's evidence and consider her crime as though not committed, it does not do this to the extent of protecting said erring consumer from prosecution for perjury.

All of which means that if the consumer should slip under the stress of temptation and accept a trading-stamp bribe from her retailer, the very best thing she can do is make tracks for the district attorney's office and confess at once before she has given herself a chance to tell a lie about it.

Legal Definition

The law thus defines a "trading stamp":

Section 1. The term "trading stamp," within the meaning of this act, is defined to be any stamp, coupon, ticket, certificate, label, metal check or tag, or any other similar written, printed, embossed, engraved or blown premium device given away with any purchase or sale of goods, or with services of any kind, performed for reward, which, when presented either separately or with similar stamps, shall entitle the holder to receive any gift or merchandise of value, or which shall be taken in part payment.

The term "trading stamp company" is defined as any firm engaged in the business of issuing, distributing, selling or furnishing trading stamps, which a merchant gives away to his customers with the sale of goods or in connection with work for reward, it being immaterial whether such stamps are redeemed in money or merchandise by the trading stamp company or by the merchant or person who gives them to his customers, or by any other person.

A period of ninety days from the passage of the law is allowed for the redemption of outstanding trading stamps.

Record Demands For Stainless Steel

London, England. — Sheffield reports that the business in stainless steel is booming and that a large export demand is developing. American buyers are in Sheffield offering cash down for all the stainless cutlery makers can supply for prompt delivery. Cost is a secondary consideration. Cutlery makers are all concentrating on stainless ware. The metal has rust-resisting qualities, popularizing its use in various directions. Its inventor, Harry Brearley, has just received the Bessemer Medal from the Iron and Steel Institute, the highest academic distinction the industry can bestow.

Future of Petroleum Supply Occasions Alarm, Say Mining Engineers

Demand is Far Exceeding the Development of Supplies and Outlook for Securing Any Substitutes is Not Encouraging

NEW YORK. — "Bordering upon the sensational," were the words used to describe the disclosures relating to the mineral oil supply of the United States which were made before the American Institute of Mining and Metallurgical Engineers, which is having its annual convention here. Papers there presented asserted that the country is in an "extremely precarious" position as a result of the rapid exhaustion of its oil resources, accompanied by an unparalleled increased in consumption.

It was urged that active steps must be taken at once to acquire foreign sources and to achieve large economies in consumption or else the United States is fated to be at the mercy of other nations in the matter of a commodity almost as vital to its industries as coal and iron.

The United States Geological Survey estimates the supply still undeveloped at enough for about twenty years. There are enormous quantities of oil in the shale belts in Colorado, Wyoming and Utah, but Director Manning was doubtful whether economic production of this oil is at present possible.

Latin America, Great Britain, France and the Netherlands control the main potential sources and all of these countries have adopted policies tending to shut out those of other nationalities.

As to the feasibility of substitutes for mineral oil, he stated that "the products from the destructive distillation of coal can be used, in so far as they are available, to replace gasoline; but quantitatively it seems out of the question to expect more than a minor alleviation from them. Coal can largely replace fuel oils. Alcohol can replace gasoline and has the advantage that it can be made from replaceable material —that is, from plants, but because of its cost, it cannot compete in a large way with gasoline at present. Morever, the difficulty and expense of replacing any considerable part of the gasoline supply by alcohol is not generally appreciated. Finally, no substitutes are now known that will satisfactorily replace mineral lubricants in the quantities needed."

By moving the paint department up to the front of the store, W. A. MacLaren of Hensall, Ont., has doubled his turnover. Note the display tables shown in the illustration. The firm has found that these are a big help in selling tinware and other lines and that they also save the salesmens time and keep women shoppers interested.

Farmers Are Big Buyers of Autos

Hardware Merchant in Huron County Says Eighty-Five Per Cent. of the Farmers in Some Sections Own Their Own Cars—Sees Good Business Coming in Tractor Supplies—Doubled Paint Sales by Moving Department Up to the Front

By C. E. PARSONS, of Hardware and Metal, based on an interview with W. R. Bell, of the MacLaren Hardware, at Hensall, Ont.

THE average hardware merchant has a chance that comes to no other retailer to form close personal relationships with his customers, but the hardware man in the small town has a greater advantage even than this. The smaller the town the more intimate he is, not only with the heads of the household, but with every member of every family. In this way he knows every boy and girl, and if he treats the little ones kindly, he "gets in strong," not only with the parents, but with the kiddies themselves, and the kiddies are his future customers.

Knows Everyone

A relationship of this kind is only possible in the country districts. It is an ideal relationship, because it makes not only for permanent business, but for permanent friendship.

This is the view of W. A. MacLaren, hardware merchant at Hensall, Ont., one of the busiest little towns in the rich farming territory of Huron County. Hensall has a population under 800, but it is the buying centre of as prosperous a farming community as may be found in Ontario.

Own Their Own Cars

It is estimated that about eighty-five per cent. of the farmers own their own cars, and on Saturday evenings, especially in the summer time, the main street of Hensall is taxed to capacity often to provide sufficient parking accommodation.

"Between the automobiles and the rural telephone lines," said W. R. Bell, of the MacLaren Hardware to HARDWARE AND METAL, "there are times when we are so busy that we hardly know what to do first. The farmers are good buyers. They have been making splendid returns from their farms, from their stock and from everything they produce.

Not Afraid to Spend

"They are not afraid to spend, but they know what they want naw as they never did before, and if the merchant does not have it they will go where they can get it. There has been a big change in buying in the last five years or so. The farmers used to come in and want to know if they couldn't make a little better price on this or knock a little off that. It was a habit with them, the spirit of bargaining. Now if they are offered anything that is below what they think is a good price they are suspicious at once, and about the first things they want to know is: 'What is wrong with it that you are letting it go at that price?' They want good goods and they are willing to pay for them."

Are Up-to-Date

Mr. Bell says the farmers are thoroughly up-to-date and know all about what can be done with electrical equipment and modern labor-saving devices. There is a big demand all through the district for more power and many new Hydro lines are planned and others are being petitioned for.

"Our trade in electrical utilities has been showing a steady growth," he said, "and there is every indication that it will keep on growing. Every time we sell a toaster, or an electric sweeper, or a washing machine, or any other

You cannot keep too much stock out where people can see it, says W. A. MacLaren, of Hensall, Ont. They usually buy what they see and very often forget things they need unless they see the goods on display.

utility, we have got the best kind of an advertisement for our store. In fact we have a double advertisement. The people who buy the article keep talking about the good service they get from it and the article itself is an advertising medium.

Sold on Electricity

"My experience is that people are sold on electricity. One hears about it all out through the country and at meetings and other places where the people are gathered. There are no keener boosters for it than the women because it has done so much to eliminate the really hard and heavy work that made the lives of so many farmers' wives drudgery. It is often funny to hear the comments of the older women in the country when they see the ease with which their daughters do their ironing or cleaning, or some other work by electricity."

As may be seen from the illustrations, merchandise is not kept hidden away in the MacLaren hardware store.

Uses Display Tables

"One of the very best salesmen we have," said Mr. Bell, "are our display tables. They not only enable us to keep quantities of stock out where people can see it, but they save time, and on busy days this is equivalent to saving money. I would say that our tables have greatly increased our turnover in tinware and other lines. We keep the tables in prominent places and very often it is astonishing how rapidly they become empty. Farmers' wives are especially interested in displays of this kind and like to walk around and pick out the things they need. Very often they have forgotten that they need something until they see it on the table and at once buy. All sales that are made in thi way save the salesman's time."

Has Doubled Business

By moving his paint department up to the front of the store and giving it perhaps the best and most prominent location in the store, Mr. MacLaren has doubled his business. He has found that it pays well to keep this stock before people and in connection with his window displays he has arranged a permanent display of paddles and brushes.

"The people of this district," said Mr. Bell, "have learned to thoroughly appreciate the value of paint. They have nice homes and believe in keeping them nice and in protecting the woodwork. They also buy considerable quantities for farm buildings, for machinery and implements and during the season car owners do not forget to buy auto finishes."

Always Talk Brushes

Every time a farmer or his wife comes in and asks about paint it is part of the policy of the MacLaren hardware to find out all about the work to be done and to suggest the brushes that are suitable, select the paint that will produce the best results and tell the buyer about the best methods of preparation and finishing.

"We sell a great many more brushes in this way than we would if we did not talk about them," said Mr. Bell, "and in addition we are rendering real service to the property owner. If we just passed him out any old can of paint and did not tell him about how to prepare the job and finish it up and let him go home and do the work with an old worn-out brush, he would get an unsatisfactory piece of work and would blame us. Next time he had anything to paint he would

Window displays are regarded by W. A. MacLaren, of Hensall, Ont., as one of the most effective means he has of advertising. The windows are dressed every week. W. R. Bell is shown standing in the doorway.

go somewhere else and we would lose him. Now we get him back every time, and very often he will tell us about some neighbor or friend who has some work coming along. Very often too he will either send the party in or bring him and boost our paints, telling what good results he has had. There is no better ad. for us than this."

Advertises Regularly

The firm believes in advertising regularly. Its window displays are changed weekly and each week there is a different message in the local paper to the people of Hensall district.

A double column space is used and the advertisement is always in the same position in the paper.

"People know just where to look for our offerings," said Mr. Bell, "and that they do look and read our ads. is shown by the things they come in and ask for. It is hard to check up the results often of advertising, because they may extend over a long period. Very often a farmer's wife will come in a long way and tell us she wants such and such an article which we advertised on a certain date. Very often she will have the advertisement in her purse.

Use the Telephone

"In the busy season, when it is impossible for the farmers to get into town, we do a big business over the 'phone and we can tell that the advertisements have been read, because they ask for the things we advertised."

Hensall is one of the two places in the district that has a free rural 'phone connection. From the standpoint of the merchants this is very valuable, especially as good service is given all over the countryside.

Sells 1,500 Batteries

Just how extensively telephones are used may be gathered from the fact that each season the firm sells 1,500 storage batteries, the majority of which are for use in phones, although some go for gasoline engines and for automobiles.

Mr. MacLaren's business in auto accessories and also in tractor supplies is showing steady and very satisfactory growth. Every season shows more and more auto accessories being handled and still the demand is for more. He is looking for the tractor supply business to grow rapidly, although it is as yet only in its infancy.

Stove Sales Good

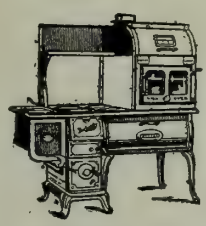
The firm has had a good season with stoves. The demand, Mr. Bell says, is for the good stove at a fair price.

"People want something that has a nice finish," he said, "and also a stove that will burn either wood or coal. Many of the farmers' wives are inclined to favor the big heavy stove. But they want one that will bake well and that will throw out plenty of heat."

One method of demonstrating stoves in the MacLaren store is to keep a stove in continual operation. This not only heats the store, but is a demonstrator and with a nice kettle singing away and a good fire on, the salesman has often driven home his talking points so effectively that the buyer simply loaded a stove right on and drove off home with it. Usually, however, the farmer's wife comes in first and looks things over and gets all the information she can and then comes back with her husband to have him help her decide.

Oil Stoves Also

Oil stoves during the spring and summer are good sellers and sales, Mr. Bell says, will average fifty each season. By keeping stoves up at the front and in the windows during the various seasons the firm gets excellent results. A reproduction of one of the advertisements used is shown.



THE
HIGH OVEN RANGE
Has Come to Stay

The oven at table height is a necessary detail of modern efficiency

Every house-keeper wants a HIGH OVEN just as every musician wants a Grand Piano if possible. It must be of the best make

The best High Oven Range is Doherty's

Best working, best finished, and also is a Solid Cast Range throughout

SOLD AT

W. A. MacLAREN

General Hardware **Phone 55**

SHERWIN WILLIAMS PAINTS CHINAMEL VARNISH

The illustration is one-half of the size of the original ad. The firm uses the same space and the same position in the paper every week and gets excellent results from its advertising.

Mr. Bell says there is a steadily growing demand in the country for household conveniences, especially for bathrooms, pumps to supply water and similar equipment.

During the past season more than one hundred pumps were installed and a dozen bathrooms. This business has been developing most satisfactorily and the firm looks for it to grow, as every installation means a satisfied customer and a good deal of talk about the installation among the neighbors. They all want to know how it is working out and when they find that the party is satisfied it is usually only a question of time before inquiries begin to come. These are usually traceable to the women of the household, and they never rest until they have the conveniences they want.

Location is Important

Mr. Bell said that the firm soon discovered that location from a store standpoint is very important. When the hardware was first started it was located at one end of the town. Later it was moved to the present central location and the results were at once apparent.

Dealers Are Members of New Paint Firm

Minneapolis.—The Mutual Paint Company, which has been organized with headquarters at St. Paul, is intended as an organization for the mutual benefit of manufacturer and dealer. It is capitalized at $1,000,000 with stock now amounting to $149,000, paid up by 332 stockholders, 62 of whom attended a recent stockholders' meeting in St. Paul. These stockholders are practically all paint, lumber, hardware and drug retailers of Minnesota, North and South Dakota, Wisconsin and Iowa, this being the territory the company will serve at the outset.

Plate Glass Merger Has Been Completed

NEW YORK. — Arrangements have been consummated for the acquisition by the National Plate Glass Company, a Maryland corporation, of the plants and properties formerly belonging to the Columbia Plate Glass Company, of Blairsville, Pa.; the Saginaw Plate Glass Company, of Saginaw, Mich., and the Federal Plate Glass Company, of Ottawa, Ill. The National Plate Glass Company is controlled by the Fisher Body Corporation. The principal business office of the National Plate Glass Company will be at Detroit, Mich.

Some weeks ago it was stated in HARDWARE AND METAL that this deal was in progress.

Plans To Restrict Imports Of Firearms

OTTAWA. — The Minister of Customs has given notice of a bill to be introduced i nthe Commons to amend the clause in regard to the importation of firearms and explosives which at present makes an exception in favor of Great Britain, and would include Great Britain among the countries, importers from which will require to secure permission of the minister to import such commodities. The reason on which the bill is to be based is to be discussed in committee of the whole.

A CORRECTION

In the issue of HARDWARE AND METAL of February 21, on page 105, the advertisement of Wood, Alexander & James, of Hamilton, Ont., appeared and their Vancouver, B.C., warehouses were shown with the wrong name. It appeared as Wood, Vallance, Limited. The wording should have been Wood, Vallance & Leggat, Limited.

EDITORIAL COMMENT

JUDGE ROBSON'S RESIGNATION

WITHOUT saying a great deal about the real reasons behind his resignation as Chairman of the Board of Commerce, Judge Robson, in the correspondence that passed between himself and Sir George Foster, frankly states that his short experience with the working of the court had placed him entirely out of sympathy with the working of the Act. Reading between the lines one may fairly infer that Judge Robson has a good deal of sympathy for some of the suggestions that have been coming from the retailers of the Dominion in reference to the working of the Board and for making it of practical assistance to themselves and to the public. It may be that the action of Judge Robson will materially hasten changes in this direction by drawing to the attention of the Government the real state of affairs. There may be considerable significance in what Judge Robson wrote that the Act is fairly effective in reaching the retailers, but not in reaching the manufacturers. He also condemns the Act for removing "the last chance of the consumer to do anything for himself in reducing the cost of living." These statements are brief, but direct, and are characteristic of Judge Robson. It may be that they will prove the handwriting on the wall for those who are shaping the future activities of the Board of Commerce.

NO RAILWAY STRIKE

THE news from Washington that there will be no nation-wide railway strike is the best tidings business men all over the country have received since the coal strike was ended. The transportation situation is causing trouble enough in hardware circles by greatly delaying much needed raw materials. Had there been a general strike there is no telling how far-reaching the effects would be on business. It is impossible for 2,000,000 men in any business to stop work without seriously affecting things, but when these men are engaged in keeping moving the every-day necessities of life and the vast commerce of two countries the effects are infinitely more serious. Never in the history of business men, not even during the worst days of the war, have they had to face problems such as are confronting them now. If to these had been added the complications that a railway strike would bring the situation would have been almost impossible. Even as it is it is going to bring its own problems. Any settlement that is made involves higher wages and higher wages sooner or later mean added freight rates. As stated in previous issues of HARDWARE AND METAL the railways claim it is impossible to carry on without increasing tariffs and they are already taking the necessary steps to secure permission for advancing rates.

OUR MERCHANT MARINE

DURING the present session of Parliament, according to Hon. C. C. Ballantyne, Minister of Marine, the Government will be asked to vote $20,000,000 in order that the mercantile marine shipbuilding programme may be hurried to completion. In justice to the department it may be said that it is one of the few at Ottawa that has shown any signs of real initiative. Few countries of Canada's size to-day are engaged in such an ambitious programme of shipbuilding as has been undertaken by the Minister of Marine. The ships that have been laid down will be invaluable in helping to extend Canada's export trade and it is hoped may prove the nucleus of a much larger fleet of trading vessels which will enable Canadian goods to be carried in Canadian bottoms. In this way the handicap which many countries are under in having to depend upon the boats of some other nation will not interfere with the development of Canada's trade. By building the ships in Canadian yards and with Canadian workers the foundation is being laid for larger developments in what has come to be quite an important industry.

A CHANCE FOR BUSINESS

WITH a view to reducing to a minimum the enormous fire losses in Ontario due to lightning every year, a bill will be introduced at the coming session of the Ontario Legislature, making the installation of lightning rods compulsory on all barns, elevators and mills erected in the future having a value of $2,000 or containing foodstuffs valued at that amount. As a protection to owners the bill proposes to make it necessary to obtain licenses for the sale and installation of lightning rods from the Fire Marshal's Department and will exact a guarantee from the companies that they will make good any

the rods. The bill is now being considered by the Provincial Treasurer and if it is passed in Parliament would go into effect January 2, 1921. It provides a penalty of $20 a day for those who do not comply with its requirements. The bill was submitted to the underwriters and the opinion was expressed that it did not go far enough in that lightning rods should be placed on all existing buildings as well as new ones. The Deputy Fire Marshal expressed the view that this would be drastic, but stated that any alterations or additions made to existing premises will bring them under the proposed act. If this regulation is passed by the Legislature it will open up a large field of new business. No one is in closer touch with the farmer and his requirements than the hardware merchants. It may be worth keeping an eye on this bill to see what happens to it in the sessions which will commence shortly.

A SOUND BUSINESS POLICY

WHEN Marshall Field first got a position in a store he lost it almost immediately. The proprietor of the store where he was working was amazed to see him represent goods for exactly what they were, and then charge only a reasonable profit. "You're a good lad," said the merchant as he paid Field off, "but you have no capacity for business."

Yet upon these very principles Mr. Field laid the foundation of a business that is known the world over and made a princely fortune. The same opportunity exists to-day and the same results will follow. Many men are being tempted as never before, perhaps, to get all they can. Very often they may substitute something just as good. These are steps in the wrong direction. Marshall Field wanted his store to be known as a place of fair dealing, a store to which housewives would know that even a child sent there on an errand would not be imposed on, or given substitutes. Sound dealing was the basis on which he worked and on which he achieved success.

SECURES BIG CONTRACT

IN the face of the keenest competition that perhaps has ever been encountered a British firm has just secured from the Belgian Government the largest order for locomotives that has been placed in the history of the business. American firms made every effort to land the order and reports sent out from Ottawa not long ago stated that it was almost certain that part of the business would come to Canada. The whole matter according to press dispatches centered around price and delivery and on these the British firm was able to make the best proposition. One of the most remarkable things in connection with the whole commercial world to-day is the ability British firms are showing to corral trade and the export and import figures are telling a story that has a significance all its own, especially to those who predicted that it would be years before Britain would be a competitor.

GRAIN GROWERS' FRANK STATEMENT

IN sending a letter to the shareholders, the United Grain Growers, Ltd., of Western Canada, deals with the problem we shall have ever with us — that of Price-Cutting. C. Rice-Jones, the general manager, makes the following observations which every merchant should read:

> "I would like to have a frank talk about this price question. We sometimes hear the statement made that 'the company's (Grain Growers) price is very little lower,' and sometimes, that 'it is not as low as that quoted by our opposition.' It seems to me that this immediately brings up the question — Can the company's price always be the lowest? A careful consideration of this question is bound to lead to the answer that it cannot. *No company,* whether it belongs to the farmers or anyone else, *can hope to cut prices* and continually be able to quote a lower price than their opposition. It has never yet been so and never can be. The co-operation patronage dividend idea, whereby no attempt is made to cut prices, but a patronage dividend paid is the ideal system. The farmers' company was unable to do business on that basis for reasons that are well known and at this stage of development, it is a very difficult matter to change the system. Our competitors must either quote a price at least reasonably close to ours or it would only be a matter of time until the U. G. G. would put them out of business."

In most cases profits in the grocery business are small enough, yet we find wherever one goes retailers cutting prices in this or that line below what will give them some net profit. There is no end to this. One merchant cuts in one line, one in another, and so on. To meet all this competition it eventually often happens that everybody is selling at less than cost on a number of staples.

Another point brought out by Mr. Jones: Co-operative associations should make no attempt to cut prices, but should simply endeavor to pay a patronage dividend.

HARDWARE AND METAL has always maintained when economic fanatics were organizing co-operative societies and associations to cut prices to the consumer, that it was an impossibility for them to do this and pay the fabulous dividends alleged in the prospectuses. This was working under false pretences.

EVENTS IN THE TRADE

Business Changes

Thedford, Ont. — Scriven Bros. have purchased the hardware business of W. N. Ironsides.

Toronto.—G. M. Sweetman, hardware, has been succeeded by C. E. Prosser.

Oakville, Ont.—J. H. Lee has purchased the hardware business of Cornwall & Son.

Fire Losses

The premises of Boyle Bros., tinsmiths, Enniskillen, N. B., were destroyed by fire. The loss is partly covered by insurance.

The foundry of John Abrams Sons, Ltd., at Moncton, N. B., was destroyed by fire.

Obituary

The death occurred at Montreal of Joseph Montpetit, of the firm of Kane & Montpetit, tinsmiths.

The death occurred at St. John, N.B., of James Christie, president and manager of the Christie Co., Ltd., manufacturers of store fittings.

Edward Monaghan, whose death occurred at New Liskeard, Ont., was the pioneer hardware merchant of that district. He was born in London Township in 1855.

Edward Briere, hardware merchant, 611 Centre St., Montreal, died on Saturday after an illness of two weeks. Mr. Briere had been in business on his own account for thirteen years in Montreal. He leaves a wife and two sons.

After an illness of only a few days with pneumonia, the death occurred of F. E. Dickinson, Western Ontario representative of the Canadian Wm. A. Rogers, Limited. For the present, Messrs. Fidler and Billinghurst are looking after Mr. Dickinson's territory.

I. Stern, who has conducted a business as a wholesale cutlery merchant in the Unity Building, Montreal, died at his residence in Montreal of pleuro-pneumonia on Monday last. The late Mr. Stern was born in New York, but had resided in Montreal for the past ten years.

The death occurred at Dunnville, Ont., recently of A. Hendershot, for many years in the hardware business at Fort Erie and Welland. He was 85 years old and opened his first store at Fort Erie in 1860. Next year, with his brother, he moved to Welland and started a hardware, tin and stove business. In 1866 the brothers dissolved partnership, Mr. A. Hendershot remaining in Welland. Three sons, Paul, William and Charles, are in business at Kingsville, Ont.

Trade Notes

Consolidated Asbestos, Limited, has been registered at Montreal.

The Martin Hardware (G. L. Martin), Hamilton, Ont., has assigned to M. M. Tew.

The Dominion Gas Generator Co. of Canada has been registered at Montreal by Albert A. Bruno.

Owen and Birmingham, hardware, Campbellford, Ont., have moved to new quarters on Bridge St.

Blais & Filion, manufacturers of asbestos products, have been registered at Thetford Mines, Quebec, by George Filion and Arthur Blais.

The Guide Motor Lamp Co. has purchased property at 105 Jarvis St., Toronto, and will shortly commence the erection of a four-storey warehouse and factory.

Motor Accessories, Limited, has started work at Regina on new premises to cost $25,000.

Plans are being prepared for extensive alterations to the factory of the Ottawa Paint Works, at Ottawa.

Peart Bros. Hardware Co., Ltd., of Regina, are having plans prepared for a new warehouse to cost $35,000.

The Sumner Company, hardware, Moncton, New Brunswick, contemplates erection of a new store and warehouse.

The Canadian Fairbanks Morse Co., Ltd., will commence work shortly on a new warehouse at Regina to cost $75,000.

The Masco Company, of Toronto, manufacturers of electrical appliances, has purchased new premises at 78 Richmond St. East.

Among the companies applying for incorporation in the province of Alberta are: Thompson Hardware, Ltd., of Grande Prairie, capitalized at $20,000, and Becker Hardware, of Calgary, capitalized at $25,000.

Crane, Limited, of Montreal, manufacturers of valves, fittings, etc., are negotiating with the council at Regina in connection with the establishment of a Western branch.

The Lion Tire and Rubber Company, which will have its head office in Toronto, has purchased a site on the Toronto-Hamilton Highway and will start work shortly on a new factory.

Press reports from Sarnia, Ont., state that work will be commenced at once on a new $3,000,000 plant for the Wills Lee Auto Corporation.

Menzies & Company, 439 King St. West, Toronto, have accepted the agency for "Birdsnest" cutlery, manufactured by Southern & Richardson. At the start they are devoting their attention to pocket knives, scissors, razors and flat table ware.

Personal

J. G. Crosby, hardware merchant, at Highgate, Ont., has been elected president of the business committee in connection with the Old Boys' Reunion that is planning there this summer.

Elmo Edwards, formerly with the Canadian Oil Company at London, Ont., has joined the sales staff of the Cochrane Hardware, Ltd., at Sault Ste Marie, Ont.

W. N. Ironside, of Thedford, Ont., who has been in the hardware business there for forty-three years, has sold out to Scriven Bros.

Russell McKay has taken a position as clerk in the hardware store of W. A. MacLaren at Hensall, Ont.

Clarence Munn has joined the sales staff of Bonthron & Drysdale at Hensall, Ont.

Montreal News

A. A. Dwight, of the Remington U.M.C. Co., Ilion, New York, made his initial bow to the Montreal trade this week. He succeeds Mr. Andrews.

W. S. McLennan, general sales manager of Brandram-Henderson, Ltd., spent the week-end in the Laurentians.

W. A. C. Hamilton, of the Consumers' Cordage Co., Ltd., is around again after being confined to the house through illness.

R. H. Monk, of the firm of McArthur, Irwin, Ltd., returned on Tuesday from a trip to Toronto.

W. W. Ingersoll, vice-president and secretary of the Dougall Varnish Co., Ltd., attended the funeral of the late Franlin Murphy, who died at Palm Beach last week.

Mr. Andrews, recently with the Remington-U-M-C Company, Ilon, N.Y., and who covered Montreal territory, has accepted a position with W. H. Thorne and Co., Ltd., St. John, N.B.

Harry Fannon, of Boston, representing the Multibestos Company, was in Montreal on Monday of this week.

John A. Frazer, sales manager Lewis Bros., Ltd., has so far recovered from a very serious attack of influenza as to

be able to sit up in his chair part of the day.

Archie T. Black, general manager of the Martin, Senour Co., Ltd., has recovered from his recent illness.

Oliver B. North, of New Haven, Conn., representing O. B. North and Co., was in Montreal this week.

Max Corderoy has recently joined the sales forces of the Dominion Cartridge Co., Ltd., and will cover Manitoba territory, making his headquarters at Winnipeg.

Sumner Co., Limited, is Granted Charter

Moncton, N. B.—A charter has been issued incorporating F. R. Sumner, Jennie N. Sumner, Richard P. Dickson, Budd A. Taylor and Herbert M. Wood, under the name "Sumner Company, Limited," to continue and carry on the hardware business formerly carried on by the late Frederick W. Sumner at the City of Moncton. The charter is issued under the Companies' Act of Canada. The petition was presented by E. A. Reilly, K.C., of Moncton. The authorized capital is $400,000, divided into four thousand shares of one hundred dollars each. The head office of the company will be at Moncton, and the provisional directors are Frederick Royal Sumner, Richard Percy Dickson and Budd A. Taylor. The company is empowered to carry on a general hardware business in all its branches.

Hon Frank Cochrane's Estate Totals $449,190

Ottawa.—The will of the late Hon. Frank Cochrane disposes of an estate of $449,190.74. The beneficiaries are the widow, Alice Cochrane, and the two children, Wilbur and Edith Cochrane. The inventory includes: Real estate, $8,925; book debts and promissory notes, $2,696; money secured by mortgage, $18,555.24; moneys secured by life insurance, $1,389.50; stocks and shares composed of Wahnapitae Power Co., 1,494 shares, value $149,400; Cochrane Hardware Co., 1,898 shares, $189,800 Redpath Heights, 250 shares, $25,000; Albany Club, 5 shares, $75; Canadian War Loan bonds, $20,050; Wahnapitae Power bonds (nine), $9,000; Sudbury Boating Club, 1 share, $20. Total, $449,190.75. Debts, $25,215.81.

VISITORS AT TORONTO OFFICE

Recent visitors at the Toronto office of HARDWARE AND METAL included W. G. Johnston, Johnston Hardware Co., Ft. Frances, Ont.; Harry Myers, J. R. Myers & Sons, Stratford; W. J. Bell, "Beeton Bell," Beeton, Ont.; D. A. Rankin, Ottawa, Can.; Ed. Wanless, Chatham, Ont.; Frederic Sara, Calgary, Alta.; R. A. Ogilvie, Vancouver, B.C.; and E. Barton, of Barton and Fisher, Port Arthur.

Many Changes Made Among Branch Managers by the Cochrane Hardware, Limited

Gordon C. Seybold, Who Has Been General Manager of the Firm, is Going to Montreal Shortly, But Remains on Board of Directors

THE Cochrane Hardware, Limited, has effected new appointments, making considerable changes in managers of the various branches.

GORDON C. SEYBOLD

Who has resigned as general manager of the Cochrane Hardware Limited, and is going to Montreal.

Gordon C. Seybold, for the past seven years general manager of the company, has resigned, and will take up his new duties about the middle of March, associating himself with the wholesale hardware firm of Starke, Seybold, Limited, Montreal, with which firm Mr. Seybold was connected for many years prior to his association with the Cochrane Hardware, Limited.

Mr. Seybold, although resigning from the active management of the Cochrane Hardware, Limited, will still be closely identified with the company, remaining on the board of directors, and acting in an advisory capacity with the new management.

Cochrane Hardware is promoting its own employees to the new positions made vacant by the change.

B. S. Leak, formerly the North Bay branch manager for the Cochrane Hardware, Limited, will now be transferred to Sudbury, succeeding Mr. Seybold as general manager.

E. A. Doan, who was manager the Copper Cliff branch, has been transferred to North Bay, assuming the managership of that branch.

L. E. Mills, connected with the firm for some time at the Sudbury Retail Store, has been made manager of the Copper Cliff branch.

Mr. Seybold expects to assume his new duties with Starke, Seybold, Limited, about March 15.

Bicycle Sales in the Last Twelve Months Have Smashed All Previous Records

Even the Turnover in the Boom Days of Twenty Years Ago Was Outdone, According to Official Statistics for the Year 1919

TORONTO.—According to statistics of the bicycle trade in Canada, the number of bicycle sales in the Dominion last year exceeded the total sales of 1899, twenty years before. This was at the height of the boom, yet last year's business is shown to have been larger.

One important general change is seen, however, and that is that relatively more bicycles are now being sold in the larger cities than was the case twenty years ago. One reason for this, it is believed, is that the city dealers have applied intensified and organized selling efforts and are more persistent in their advertising methods. The neglect of country roads, which has been quite common in Canada until quite recently, has also been a factor.

Prices of bicycles in Canada have not advanced more than 50 or 60 per cent. since 1914, although practically all other commodities have jumped 100 per cent., it has been pointed out by one prominent bicycle man of Montreal. Even to-day, the price of a good bicycle is far lower than the prevailing price twenty or twenty-five years ago.

In common with the revival of many sports in Canada to-day, bicycle racing is making good headway. Arrangements have been made to construct athletic parks in a number of Canadian cities and, in each of these instances, a concerted request has been made to build the proposed track so that it will be suitable for bicycle racing. Such projects are under way in Toronto, Hamilton, London, Chatham, Ottawa and other cities. Thanks to encouragment by the Canadian Bicycle Dealers' Association, the Canadian Wheelmen's Association and the Cycle Trades of America, many dealers have become interested in bicycle racing and other bicycle stunts.

Can Manufacturers Are Still Supplying Trade With Containers

Plate Mills Are Four to Five Months Behind on Deliveries—Some Concern Expressed Regarding the Outlook

MONTREAL.—While the outlook shows no improvements, the trade is being supplied with fair quantities of tin containers.

"But the plate mills are four to five months behind on deliveries and cannot better the situation," said Fred B. Wittall, managing director of the A. R. Whittall Can Co., Limited, Montreal, to position is little changed from what it was several weeks ago."

Mr. Whittall expressed some concern regarding the outlook, in view of the near approach of the coming season. This industry, in Canada, takes a great deal of tinplate, and the manufacturer must plan well ahead to provide for this trade.

"Even now," he said, "we are having to cut down bigger plates to get out stock, and this is really 'butchering' tinplate. But we are taking care of our customers, and will hope to give them deliveries during the season."

Believes Advance in Price of Dry Colors is Coming

Shortage of Raw Materials is Steadily Increasing—Demands From the Trade Are Reported Very Heavy

MONTREAL.—Not only are all dry colors ir a very firm position, but, according to John Irwin, vice-president and managing director of McArthur, Irwin, Ltd., Montreal, advances are bound to come.

The situation is aggravated by a shortage of raw materials, and by other factors.

"Bichlorate of soda, one of the chief ingredients, is very hard to obtain," said Mr. Irwin, "and whereas the price, ordinarily, ranges around 17c to 20c, this is now costing 32 and 33c per pound. Some of the chemical works producing supplies are closed down, and supplies are therefore very hard to obtain.

The exchange situation, too, is a big factor. This practically amounts to a 17 per cent. additional duty. Demands from the trade have been very heavy this year, and business for February was much greater. Yellows will advance five cents a pound, and other colors will also go higher."

Auto Club President Dies At Montreal

M. J. Stack, president of the Montreal Automobile Association, died at his home in Montreal on Monday last after a brief illness.

The late Mr. Stack was only 42 years of age and had taken an active interest in recent years in automobile matters. He was president of the Montreal Automobile Association, and had taken a considerable interest in the building up of the Quebec Highway. He had also been interested in the construction of the underground wiring system at Verdun, Que., and in his business as a contractor was more recently engaged in building St. Augustine's Church in Notre Dame de Grace. He was president of St. Patrick's Society and a member of the Knights of Columbus and of the Rotary Club. He is survived by his wife and three children.

Carter White Lead Company Is Expanding

The Carter White Lead Company, Limited, are making extensive alterations to their present plant on Delorimier Ave., Montreal. When completed the alterations will increase the capacity of the plant 30 per cent, the estimated alterations costing in the neighborhood of $75,000. With the installation of new machinery the company expects to be in a position to take care of the increasing demand.

Moving Stock From Webb to Hodgeville

Henderson Bros., hardware merchants at Vanguard and Webb, Saskatchewan, are closing out their stock at Webb and moving it to Hodgeville on the Gravelbourg extension of the C.N.R.

"This will enable us to bring our stores closer together," said Manager T. N. Henderson to HARDWARE AND METAL, "and enable us to transfer stock from store to store and quickly supply both points. We are looking for an excellent business this season."

TO MANUFACTURE WHITING

Winnipeg. — The Manitoba Gypsum Company plans in less than two months to be turning out a high grade of whiting. This product, used in many trades, including that of building, has hitherto been obtained almost entirely from Britain. New equipment has been added, and the company has increased its capacity to 500 tons of gysum a day.

Dominion Rubber System

Dominion Rubber System is sending to the trade a most attractive calendar. It is eight by eleven inches in size, on dark brown background, with blue border. The firm's trademark occupies the upper part while the lower is devoted to calendar purposes.

E. C. Atkins & Company Inc.

The E. C. Atkins Company Inc., of dianapolis, Canadian branch, Hamilton, Ont., has issued Catalogue No. 18, containing 264 pages, in which are listed the saws, saw tools, and mill specialties manufactured by the firm. The catalogue is profusely illustrated, many of the cuts being in colors and the others half-tones. A large amount of very valuable information regarding the lines listed is given. The catalogue has been issued in two editions, one bound in cloth and the other is ooze leather bound. Readers of HARDWARE AND METAL door of the retailer. There was no busi- who desire copies of the catalogue may obtain same upon request.

Plymouth Cordage Co.

The Plymouth Cordage Company, of North Plymouth, Mass.,- and Welland, Ont., has produced a bound set of reprints, reproductions of an exceptionally interesting series of advertisements, featuring many of the important historical events which have taken place since the company was founded in 1824. An exceptionally quaint touch is given to the series by the use of woodcuts throughout. Readers of HARDWARE AND METAL who desire copies of the series may obtain same upon application to the firm.

Republic Auto Parts

The Republic Auto Parts Company, 85 10th St., Long Island City, N. Y., has issued a new booklet on automobile jacks for passenger and commercial cars and also covering automobile accessories. The catalogue consists of 24 pages and is well illustrated. Readers of HARDWARE AND METAL may have copy on request.

Reed Small Tool Works

The Reed Small Tool Works, Worcester, Mass., has issued a 38-page catalogue No. 4, illustrating micrometer callipers, standard measures, and containing several pages devoted to equivalent tables. The catalogue is attractively printed and illustrated. Readers of HARDWARE AND METAL who desire copies may obtain same upon request.

The Canadian Bee Supply & Honey Co., Ltd., of 73 Jarvis Street, Toronto, has issued its 1920 catalogue in which are listed the bee-keepers' supplies manufactured by the firm. The catalogue is well illustrated. Readers of HARDWARE AND METAL who desire copies may obtain them upon request.

With More People West Will Expand

Montreal Credit Man Says West in Good Shape With Better Things Ahead—Far West Fast Developing

D. H. GORDON, secretary-treasurer of the Sherwin-Williams Company of Canada, Limited, returning from a trip of several weeks through the Western provinces, is very pleased with the present conditions there, and with the prospects for the season of 1920. Interviewed by HARDWARE AND METAL, Mr. Gordon expressed particular satisfaction with the coast province of British Columbia. "Conditions there are excellent, and fruit-growing, in particular, has made great strides. Much wealth is involved in the development of this industry, and in addition to this the lumbering industry is a growing one, and this being one of the greatest producing provinces in Canada, of lumber, the development will be big in the future. The resources of that province are very great indeed," said Mr. Gordon.

"Vancouver is, of course, a busy place, and is a most substantially-built city. It is bound to develop greatly. The smaller towns, too, have been growing, and are in a thriving condition, business being good.

"What the West needs is more people. There is room in British Columbia for a much larger population, and this will come. When it does, there will be real progress in that country as a result.

The Prairie Section

"Calgary is a thriving business centre and is growing. The conditions there are very excellent and Calgary has a splendid class of business men.

"Winnipeg, of course, is a busy centre, and there is much activity there. Business men are hopeful, and the conditions are very satisfactory."

Asked as to the conditions of credit in the West, Mr. Gordon, while admitting that some places had been hard hit, expressed his belief that there will be a general improvement if a good crop is harvested this year. In spite of the bad crop last year, however, many points have come through well.

John H. Hines Dies Suddenly in Trinidad

Brandon, Manitoba.—Word has been received here by mail of the very unexpected death in Trinidad, West Indies on February 6, of John H. Hines, formerly manager of the Hanbury Hardware Company of this city. A cable was sent at the time of his death but owing to wire troubles, caused by storms, it was never delivered.

Mr. Hines was born at Brantford, Ont., and came to Brandon in 1907. He was for a number of years President and Manager of the Hanbury Hardware Company and also Manager of the Manitoba Hardware and Lumber Company. He had been identified with the militia for twenty-two years and held the long service medal. He joined the Dufferin rifles in Brantford and when he came to Brandon was for some time paymaster of the Twelfth Manitoba Dragoons.

Upon the formation of the Seventy-ninth Battalion, he was given the rank of Major in this unit and proceeded overseas with the Battalion and later to France. Returned to Canada on sick leave, Mr. Hines, upon recovery, went back to England in February, 1917, and was attached to the Forestry Corps until September, 1918, when he was again sent home on sick leave.

Early in the year, Mr. Hines went to Trinidad accompanied by his mother, sister and brother, where they intended to spend the winter. Mr. Hines became very ill with dysentery and died about ten days after his arrival in Trinidad.

He was a prominent member of the Masonic Lodge and always took a keen interest in civic affairs.

D. B. Thompson is Appointed Manager

D. B. Thompson has been appointed manager of the Edmonton branch of the J. H. Ashdown Hardware Co., of Winnipeg. Mr. Thompson is one of the best known hardware travelers in the West and for some time has been the firm's representative for the Edmonton territory. He has been with the J. H. Ashdown Co. for eleven years and prior to going to the Edmonton district as traveler was engaged in the retail store at Winnipeg.

D. B. THOMPSON

Who has been appointed manager of the Edmonton branch of the J. H. Ashdown Hardware Co., Ltd.

Charles L. Reierson Appointed President

At a meeting of the directors of the Remington Arms Union Metallic Cartridge Co., Inc., Charles L. Reierson was elected president to succeed H. S. Kimball, resigned. Mr. Reierson has been first vice-president for several years and for a number of years had been connected with the Remington organization.

Five Varnish Firms Increasing Prices

Five prominent United States varnish companies have announced an advance in the price of varnish from 50c to 75c per gallon. The companies announcing the advance during the past ten days were Pratt & Lambert, Inc., Pitcairn Varnish Co., The Glidden Co., Murphy Varnish Co. and the Ohio Varnish Co.

Sherwin-Williams Co. is Trebling Capital

Cleveland.—Papers have ben filed with the Secretary of State increasing the authorized capital of the Sherwin-Williams Co. from $11,000,000 to $60,000,000. The increase is made to permit of needed enlargements in the business of the concern. A large part of the additional capitalization has been sold to present stockholders.

Washing Machines

Cochrane Hardware Company, Limited., Cochrane, Ont.—Will you be good enough to inform us to the firm exhibiting electric washing machines next to the Kasement Skrene Dore exhibit at the recent Hamilton Convention?

This firm is the United Electric Company of Canada, Limited, Toronto, Ont. —Ed.

Gasoline Lamps

Wm. Lochead, Esq., Forest, Ont.—Kindly advise us as to where we could procure gasoline lamps for church lighting.

These may be procured from the following: Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.; the National Stamping & Electric Works, Chicago, Ill.; North American Hardware Co., Ltd., Montreal, Que.; the Power Light Co., Ltd., Winnipeg, Man.; Western Lighting Agencies, Ltd., Saskatoon, Sask.; Lighting Devices, Ltd., Winnipeg, Man.; E. L. urgess, 511 St. Catherine St. W., Montreal, Que.; Knight Bros. & Grant, 86 Richmond St. E., Toronto.

THE CLERKS DEPARTMENT

PELLATT THE SPECTACULAR ARCHITECT OF FINANCE

Some Sidelights on the Career of One Whose Business Operations Have Kept Him Prominently in the Public Eye

"Pellatt the Plunger" is the title used in "MacLean's Magazine" to introduce a number of incidents which are sidelights to the career of one of the most spectacular of Canada's financiers. In how far Sir Henry Pellatt is a "plunger" is, however, a matter upon which there may be a difference of opinion between himself and the public. The element of chance can usually be reduced by judgment and by determination and ability to justify the course taken in acting on that judgment. Sir Henry's financial architecture may easily have involved a more solid foundation than would appear to the casual observer who merely saw the effects of storms—storms which, however, it may be observed, never brought disaster. The stories are interestingly told by J. L. Rutledge, who effectively illuminates some phases of a many-sided character:

About the time he entered the brokerage business the West was beginning to gain its hold on people's minds. The Canadian Pacific had only recently been put through and people were beginning to think of it as a land of opportunity. Young Pellatt went and saw it for himself. He came back with an absolutely unwavering confidence. At that time the Northwest Land Company was in its infancy and its common stock could be bought at from $10 to $12 a share. Pellatt bought it, bought all that offered. Every time he dropped into the Stock Exchange he would look up Northwest Land, and whatever shares were offering he bought.

It began to be quite a joke around the Stock Exchange. Northwest Land was not then considered much more than a gambler's chance, and most of the brokers were looking for young Henry to get singed. However, he was looking for it, so there was no use shedding tears over his probable fate.

Every time he entered the exchange some wit would shout: "Got some Northwest Land, Harry, at 14. Want it?"

"All right," would come the reply, "I'll take it."

He got a lot of it because the people who had only a half-hearted confidence in the West looked at a fractional advance as found money and closed out with enthusiasm. Young Henry tucked his Northwest Land stock away in the safe until the safe walls bulged pleasantly, waiting for his confidence to be justified. It was a plunger's chance, as some at that time averred, at least the plunger's chance won. That stock tripled and quadrupled in value and even then did not stop. When he eventually sold out his Northwest Land stood him in a profit somewhere between three and four hundred thousand dollars.

Developing Power at Niagara

To Sir Henry Pellatt a good deal of credit must be given for the development of electrical power at the Falls. He was at the time president of the Electric Light Company, and of the Electric Development Company, and he had his eyes fixed on what the Americans were doing at the Falls. The fact that the Americans had already one plant on the Canadian side and were contemplating another, with which to supply American citizens with cheap power and light, was like a fox gnawing at his vitals. He didn't like the feeling, so he decided it was time something was done. He went to Sir William Mackenzie with a proposition.

"I have the Electric Light Company," he said, "and you have the Toronto Street Railway. That means a sure market for our power. What do you say to forming a syndicate to bring power from the Niagara River to Toronto?"

Sir William was never one to jump at a minnow until he was dead sure that it really was an honest-to-goodness minnow, so naturally there was some humming and hawing about this proposition, but the upshot of the matter was that the syndicate went through and resulted in the Toronto and Niagara Power Company. And Canada was put on the hydro-electric map.

In the fifteen years from 1885 to 1900 the development of Canada was very slow, and to a man who wanted to make money fast, and who more even than that wanted to put across a lot of big schemes Sir Henry was faced with the fact that they were not very happy times. He put his money in this, that and the other thing, and when times grew somewhat hard he was often in an unpleasantly precarious position. There were doubtless others who were in an equally uncertain situation, but their interests being less widespread the public knew less about them.

In the Days of Panic

It was in the panic year of 1907 that Sir Henry came nearest to trickling off the financial horizon. With his usual optimism he had spread himself out pretty thin, figuratively speaking. He held a very considerable amount of Canadian securities as well as American, and when the crash came in the United States and panic spread black ruin over many financial institutions in that country, there grew up as a natural result in Canada a nervous depression and a tight money situation. Sir Henry had borrowed largely on call from various banks, hypothecating various stocks as security. The banks grew nervous at the situation and began to call these loans, first one and then another. Sir Henry was caught in an adverse market and could not pay. Thereupon the banks began to sell his holdings to cover their loans. But the proportion of Canadian holdings was unusually heavy, and it did not take much of this sort of business to demonstrate very emphatically that the market could not in its present condition absorb these stocks. That was a pretty situation for the banks. They began to realize that if Pellatt failed his failure would cause a general depression that would do them more harm than if they lost the Pellatt loans.

On the Street, however, there was a fairly optimistic feeling and the brokers generally were not inclined to look upon the situation as serious. It was hard for the banks to seek assistance against this generally optimistic feeling.

It was just at this time an aggressive investigator on one of the Toronto papers got wind of the situation, and in a Sunday edition of his paper there appeared a small item announcing the failure of Sir Henry Pellatt. Just where this information was secured, or what basis there was for it at that particular juncture no one has been able to find out. At that time Pellatt certainly had not failed. Small as this item was it burst on the financial community late Saturday night like a thunderclap. If Pellatt failed there were a host of smaller fry who would suffer severely, and probably it would only be the first of a series of failures, and the whole black panic that was overwhelming the neighboring republic would be repeated here.

There was no question now in the mind of any financier that however sound his holdings might be, in the present uncertain condition of the market Pellatt's large holdings of Canadian securities could not be negotiated. Yet that had to be done to meet the demands of the banks. That was the problem. There were informal gatherings of different financiers during the early hours of Sunday, and on Sunday evening a general gathering. There was a noticeable tension on the gathering. Someone suggested that they 'phone his house to see what was keeping him. This suggestion was seized upon eagerly. The reply came back that Sir Henry had not been home that night. It is an illuminating sidelight on the strained nerves of those present that nobody seemed to remembr that Sir Henry often stayed at his farm near the city.

There was a profoundly sober tone to the gathering next morning. The arguments ceased and arrangements were finally made for a distribution of certain of his holdings to protect his loans. Pellatt was solvent, and had been saved from failure — but would that save the

situation? The unspoken thought never found utterance.

Into that gathering of careworn, haggard faces stepped the man who for days had been standing at the brink of failure — jaunty, carefree, his face giving evidence of a thoroughly rested and well-cared-for body.

"Sorry to be late," said Sir Henry, "but you fellows kept me up so dashed long last night that I overslept."

Once When He Fell Asleep

In fact, this stormy petrel of Canadian finance is always free and easy in his methods. He has, for instance, the gift of being able to fall asleep on almost any occasion and in almost any place. It is spoken of as a gift, for everyone will realize what a world of boredom he is spared by the happy faculty. There was one occasion, though, when this gift appeared a disadvantage.

Sir Henry had proceeded to the meeting with pleasant anticipations. Other members of the directorate controlled the preferred stock. He himself contraleld the common, and he felt that the profits, after the dividend had been paid on the preferred, should be applied to an increased dividend on the common. There was a soothing feeling in this very thought and, as the chairman rose in his place and led the bored directors through the past year, which they knew as well as he, the directors yawned and gazed out of the windows. Not so Sir Henry. Under the soothing influence of that monotonous voice he soon dropped off into a sound snooze that was punctuated with pleasant dreams of coming profit.

The chairman ceased speaking but Sir Henry sumbered on. With solicitous care that he should not be wakened the directors proceeded to business. The regular dividend on the preferred was declared. Then came the matter of the disposal of the balance of the profits. If a dividend on the common were declared the sleeping giant would profit largely, and the balance of the directors comparatively little. Suddenly they remembered a clause that provided for the retiring of the preferred at a handsome premium. Everyone knew that Sir Henry was confidently expecting a dividend on his common stock, was prepared to fight for it, and would unquestionably fight successfully. They looked at the recumbent figure anxiously. No premonition of trouble disturbed his gentle slumbers. The directors thereupon voted the retirement of the preferred.

Certain men, great and otherwise, have become inextricably associated in the mind's eye with one possession: Mohammed and his coffin; Whittington and his cat; George IV and his waistcoats; hence, also, Henry Pellatt and his castle. It is not possible to write anything about Pellatt without lugging in the castle. For one thing it throws so much light on the character of the man himself; a plunger, yes; a piker, no; flamboyant, ambitions, ostentatious; tenacious and tremendously resourceful. The castle sums up and expresses its owner to the crossing of a "t."

His methods of getting rid of money, for that seems a more correct way to speak of it, have certainly been spectacular.

When at the time of the Queen's Jubilee he went to London, taking with him at his own expense the Bugle Band of the Queen's Own Rifles, the general public believed that he had pretty well taken leave of his senses. Somewhat later, however, he outdid himself by taking over the whole regiment of 600 men at his own expense. At another time he entertained the whole membership of the Ontario Horticultural Society at his home.

Then to make the public still more pop-eyed over his exploits, he built the castle.

There is no need to describe it. Everyone who has ever been in Toronto has seen it. Certainly everyone has read descriptions of it—Casa Loma. Probably the most elaborate home of any individual on the continent. It has everything.

It differs from the English homes on which it was modelled in that it was not set in a large estate nor surrounded with a forbidding fence. It is set where everyone passing within miles of it must see it, and is bisected by roads running through the estate, so that everyone may enjoy its beauties; at least so say his friends. It is set where the casual passerby can hardly help butting his innocent head against its turrets and thus be made cognizant of the name of Pellatt, say those not so well disposed. Certainly its owner looked upon it as a building that would do credit to the city as well as to himself.

On one occasion it is said when his financial arrangements had become somewhat complicated, one of the banks demanded more security to cover its loans. By that time the castle had come to the place where it figured as an asset rather than a liability, so it was agreed that, just as a formality, Sir Henry should give the bank a mortgage on the property. As this was only a temporary matter it was agreed that the mortgage should not be registered. It went to the office of the bank, and fell into the hands of a clerk who, knowing nothing about the agreement, promptly registered it. Once registered the information became public property, and once more the newspapers came out with the story of Pellatt's probable failure.

A Final Word

One of his traits has been purposely left for a last word; for to the scribe and chronicler it is one of most vital importance. He has remained as simple as a boy at heart, with the boy's good humor and somewhat careless optimism, the boy's good-fellowship and kindness. It must be said, too, that for all the seeming ostentation of the man there yet remains about him a certain simplicity. His office is unprotected by a doorkeeper.

"Want to see Sir Henry? Well he's in there. Just go in."

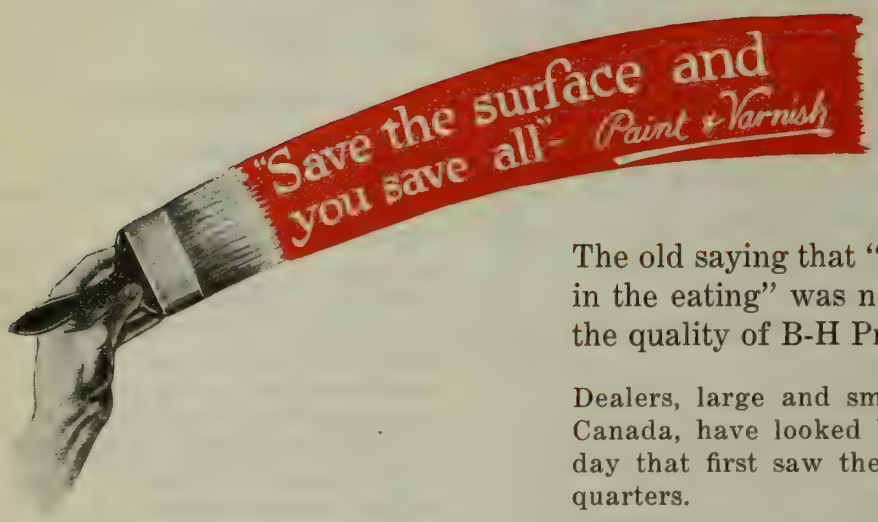
Influx of Settlers Bosting Business

TURTLEFORD, Sask. — The general merchants of Turtleford, who deal in hardware, are making extensive plans for the spring and summer seasons of 1920. There has been such an influx of settlers, both to towns and country, that a very busy time is expected as soon as spring opens. Builders' hardware is in great demand. Carloads of general hardware, nails and barbed wire are now being ordered, delivery to take place early in March. The rumor that another railroad will touch this town next summer appears to be well founded and the slogan to build bigger and better buildings is being worked into plans which will materialize in modern, high-class architecture.

— Kirby in New York "World"

THE OUTSIDERS

B-H-Quality – the best



The old saying that "the proof of the pudding is in the eating" was never better applied than to the quality of B-H Products.

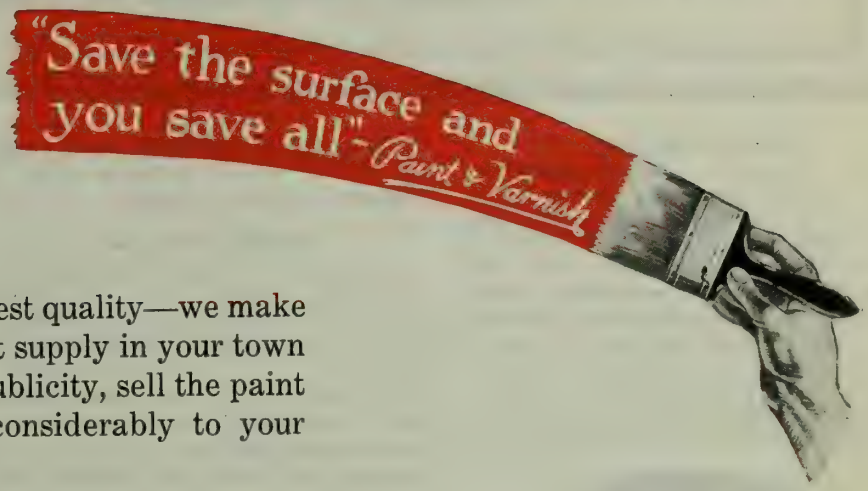
Dealers, large and small, old and young, all over Canada, have looked back with satisfaction to the day that first saw their store the local B-H headquarters.

The average hardware man handles many lines yielding a varying scale of profits—but those who are best fitted to judge, admit that the B-H agency proposition is the best thing that ever came to town.

BRANDRAM-

MONTREAL HALIFAX ST. JOHN
MEDICINE HAT CALGARY

that ever came to Town



Because

We manufacture only the best quality—we make your store the leading paint supply in your town—we, by our widespread publicity, sell the paint for you, thereby adding considerably to your business profit.

Does this look good to you?

Write us for further particulars.

-HENDERSON
LIMITED
TORONTO WINNIPEG
EDMONTON VANCOUVER

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

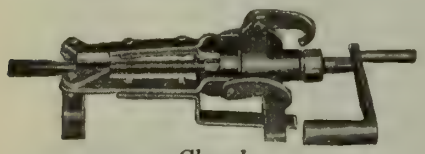
SPLIT RIM TOOL

The Marquette Manufacturing Co., Inc., St. Paul, Minn., are placing on the market a new tool for removing tires from split rims, which goes under the trade name of Little Giant, which, they claim, is efficient, dependable, light, strong, simply made and easy to operate. The makers state that the split rim is unlocked by a few turns of the handle, which contracts the rim so that the tire is readily lifted off. The tire is replaced on the contracted rim and the rim readily

In Use

expanded to the locking point by a reverse motion of the handle.

The centre bracket at the throat of the "Y" is furnished with a hole through which the tool may be bolted to bench or stand if it is desired to use it as a stationary appliance—at the same time



Closed

its lightness and collapsible design make it practicable for use on the floor or road beside the car.

They also claim that this method of removing tires will eliminate the danger of pinching or cutting inner tubes, and that it is equally serviceable for garages as for private car owners.

SOLDERING FLUXES

The Owl Metal Co., Ltd., 2145 Gallagher Avenue, Winnipeg, has installed a plant for manufacturing Soldering Fluxes, both in liquid and paste form. The firm has acquired the formulae of Soldering Fluxes from a firm in the United States who manufacture Soldering Fluxes exclusively.

The particular virtues claimed for these soldering liquids and pastes are that they will solder all metals, are fumeless, and do not give off chlorine gas as muriatic acid does when soldering zinc and galvanized iron. Chlorine gas was the poison gas first projected by the Germans at Ypres with such disastrous results, and it is reasonable to infer that breathing the fumes given off muriatic acid in soldering cannot be healthful for the tinsmith.

LIQUID SHELLAC

The Buffalo Specialty Company, 377 Ellicott St., Buffalo, N.Y., are offering to the trade a new preparation of shellac under the trade name of Holdfast Liquid Shellac.

The makers state, that a good grade of shellac and alcohol mixed in proper proportions constitute one of the best gasket cements, and claim that Holdfast Liquid Shellac is a thick, heavy solution, which has great adhesive qualities and is of an elastic nature and not brittle, which is one of the main objects of the new preparation.

It is also said, that on remvoing a tire that has been cemented on with this preparation, it will not tear the rubber off but that numerous tenacious and elastic little fibres may be noticed to part, thus showing the sticking qualities, as well as the elasticity.

Another feature is given, that it dries slowly, which is desirable, as it gives the user, sufficient time to thoroughly apply and replace tire in position before drying and in this manner secure better adhesion.

BATTERY TESTER

The Service Station Supply Company, 32 E. Larned St., Detroit, Mich., are placing on the Canadian market a new battery tester under the trade name of Hyrate. The manufacturers claim that the Hyrate tester can be held in one

Battery Testes

hand and contact obtained by touching the point of the prods into the posts or straps across one cell.

It is stated that the Hyrate cell tester consists of two hexagon special steel prods, 3 inches apart at the point, with upper end assembled in the handle. A nickel-chromium resistance of .01 ohm. connects the prod. Suspended on props between the prods is located a volt meter with volt scale. This meter is of the moving coil type and is strongly constructed of high-grade materials.

The Hyrate tester, the manufacturers claim, can be used with any make of battery and comes packed complete, including a Hyrate volt meter.

RADIATOR COMPOUND

The Economy Scale Remover Company, Chicago Heights, Ill., are putting on the Canadian market a new radiator compound, which, they claim, will permanently stop leaks in automobile radi-

Radiator Compound

ators, small cracks and water jackets, cylinders, pumps, etc., and that it will remove slime, also scale and corrosion from radiators, cylinders, etc., and pumps in water circulating systems without retarding circulation. They also state that this combination contains part of their boiler compound scale remover. One or two spoonfuls of this, depending upon the size of the radiator, put into the radiator while the water is warm and running the motor a few minutes will stop all leaks completely, they claim.

Incorporations

Canadian National Rolling Stock, Limited, head office, Toronto, capital $500,000, plans to manufacture and deal in tools, machinery and rolling stock generally.

R. G. Edgcombe Wholesale Automobile Accessories and Carriage Hardware, Limited, capital $100,000, head office, London, Ont., plans to carry on a general business in hardware of all kinds and in auto accessories.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

MANY important price revisions are taking place in hardware lines and in every instance the new quotations show advances. Among the lines affected this week are game traps, which are up 7½ to 10 per cent.; box wood and spring joint rules and measuring tapes 10 to 15 per cent.; coil chain fifty cents per hundred pounds; copper burrs and rivets, corrugated sheets, bar iron and steel, miscellaneous wire nails and crosscut saws.

The highest prices on record for crude oil have resulted in heavy advances in cylinder oil, gas engine oil and fuel oils.

An unexpected shortage of lead has developed and prices have moved up to 12 cents a pound.

The problem of getting shipments continues to be one of the most acute that both merchants and manufacturers have to solve.

Linseed oil has moved up ten cents a gallon and owing to scarcity of supplies of flaxseed a temporary famine may take place.

Turpentine has also moved up ten cents a gallon and reports from primary points indicate a very firm market.

MONTREAL MARKETS

MONTREAL, March 4—Hardware price changes this week are numerous and the upward trend of the market is still unstayed. The difficulty of obtaining raw material for the manufacture of steel goods is one of the outstanding features making for higher prices, while exchange continues to occupy a reserved seat as a contributing cause of increases. Padlocks are higher and many lines of steel goods are marked up.

Wrought latches are marked up. Shoe dressings and polishes are higher. Grindstones are selling on a revised grouping basis. Copper rivet and burr discounts are revised, making prices somewhat higher. Game traps are up. Crosscut saws are revised upward. Coil chain has advanced, the new prices appearing in the current list. Gaskets are higher in price and are expected to advance materially, again, about the 15th of the month. Hose nozzles and couplings are marked up.

Winchester rifle prices are now effective and are materially higher. Machinery cast iron is bringing fancy prices. Manila rope is two cents a pound higher at 33c, and this is in accord with the definite price tendencies noted in HARDWARE AND METAL last week. Fuel oil is higher again. Oakum prices are ten per cent. higher. Pressed spikes are up and heavy brush hooks are materially higher. Solder is higher and lead pipe, while not advanced, is very firm. Pig lead is hard to obtain. Copper is ruling some easier.

Shoe Dressings Have Advanced

Montreal.

SHOE DRESSING.—An advance of 5 cents per dozen in the price of Nugget waterproof shoe blacking has been made. The present price is $1.25.

Boot and shoe polishes of Packard make are selling as follows: Pony Combination, per dozen, $1.50; Combination, 51 cents to $2.40; and Ladies' Special, 50 cents to $2.00 per dozen.

Wrought Latches Have Made Advance

Montreal.

WROUGHT HARDWARE.—An increased price basis is effective for wrought iron, stored or latches, and this applies to the lines made by the Montreal Hardware Company. Shutter bolts of wrought iron construction are included, and the advance approximates 5 per cent.

Grindstone Prices Are Revised Upward

Montreal.

GRINDSTONES.—An increase is effective in the price of grindstones and the present basis of selling these is on the "group" idea. Present prices on group A are $3.25 per 100; group B, $3.50 per 100; group C, $3.50, and group D, $4.00. In order to make the classifications clear the new grouping is given herewith. Terms of sale are ex-yard Montreal with 30 per cent. two days basis.

Weight pounds	Regular Thickness (or face size)	Approximate Diameter
GROUP A—		
40 to 49	2 to 2¼ in.	18 inch
50 to 59	2¼ to 2½ in.	19 inch
60 to 69	2¼ to 2½ in.	20 inch
70 to 79	2¼ to 2¾ in.	22 inch
80 to 89	2¼ to 2¾ in.	23 inch
90 to 99	2½ to 3 in.	23 inch
GROUP B—		
20 to 29	2 to 2¼ in.	13 inch
30 to 39	2 to 2¼ in.	16 inch
GROUP C—		
Dia. 24 in.	2¼ to 4 in.	
Dia. 30 in.	3 to 5 in.	For weights,
Dia. 36 in.	4 to 8 in.	see table.

GROUP D—

All stones, regardless of diameter or weight, with face measurement less than "regular," as above outlined.

All stones branded with Red Centre.

Base Price—Group A, $3.25 per lb.; extra Group B, $3.50 per lb.; Group C, $3.50 per lb.; Group D, $4 per lb.

For larger stones, above 48-inch diameter, stones under 20 lbs., and stones under 1½-inch face, special price.

Padlocks Are Higher Again

Montreal.

PADLOCKS.—The constant increase in the cost of steel plate is responsible again, together with the recent exchange advances, for an advance of 10 per cent. in the price of various padlocks. This applies to lines in general.

Copper Rivets Up; Burrs Are Higher

Montreal.

RIVETS AND BURRS.—The price of copper rivets has been advanced considerably and whereas the old discount was plus 5 per cent. the present basis is plus 20 per cent. For burrs only the present basis is a plus discount of 60 per cent.

Higher Costs Now On Cross-cut Saws

Montreal.

CROSS CUT SAWS.—New prices are out on Simonds cross cut. The following prices are effective: 4½ ft., $5.30; 5 ft., $5.80; 5½ ft., $6.60; 6 ft., $7.55; 6½ ft., $8.80; 7 ft., $10.20; 7½ ft., $11.55; other makes, it is expected, will be advanced similarly.

Coil Chain Higher; General Revision

Montreal.

COIL CHAIN.—The price of coil chain has advanced this week and the new prices on Electric Weld is as follows, the increases being ½ cent per lb.: B.B., 1-8 per 100 lbs., $22.25; 3-16, $19.50; ¼, $17.75; 5-16, $15.00; 3-8, $12.25; 7-16, $12.00; ½, $11.50; 5-8, $11.30.

For B.B.B. the prices are as follows: 1-8, $24.75; 3-16, $22.00; 1-4, $20.25; 5-16, $17.00; 3-8, $14.25; 7-16, $14.00; ½, $13.50; 5-8, $13.25.

Tire Prices 15% *To* 20% *Higher*

Montreal.

AUTO TIRES.—An advance has been reported this week in the price of automobile tires and the 3 and 3½-inch have advanced 20 per cent. Larger sizes than 3½ are increased 15 per cent., while all inner tubes carry an advance price of 15 per cent. over former quotations.

Gasket Prices Show An Increase

Montreal.

GASKETS.—An increase in the basis for all makes of gaskets and discs has been made by the trade and the increase is about 10 per cent. This advance is of a temporary nature, however, and an increase of some 25 per cent. to 50 per cent. is expected to take place about the 15th of the month.

Lawn Hose For 1920 *As Follows*

Montreal.

LAWN HOSE.—Present prices being asked in Montreal for lawn hose for the season 1920 are as follows: For 3-ply by ½ inch, 13 cents per ft.; ¾ by 3-ply, 17 cents; ½ inch by 4-ply, 14½ cents; and ¾ by 4-ply, 19 cents.

Corrugated hose of ½ inch diameter is selling at 20 cents, and ¾ at 26 cents. Wire wound hose is quoted at 15 per cent. off the list.

Nozzles Are Up; Couplings Higher

Montreal.

NOZZLES.—A new price which records an advance is effective for hose nozzles. The ordinary "Gem" are now selling at $9.45 per dozen, while brass couplings of ½ inch diameter are priced at $2.45 per dozen, and ⅝ and ¾ sizes at $2.75.

New Rifle Prices Are Much Higher

Montreal.

RIFLES.—As indicated in the last issue of HARDWARE AND METAL prices on Winchester rifles were likely to be higher. New prices on some of the models are not out and are as follows: Model 1894, round barrel, each, $43.75; thirty-30, $46.30; thirty-32, special, $46.30; 38-55, octagon barrel, each, $47.15; 30-30, $49.55; 32, special, $49.65; 30-30, calibre carbine, at $42.90; 1895, lever action, $61.30. A price of $61.30 also applies for the 30 army and for the 303 British.

Advances have also been made effective for 22 rifles, and these, of Stevens' make, are selling as follows: Number 14½, $6.20 each; number 26, $7.50; number 12, $9.50; number 17, $11.50; repeater, number 17, $18.50.

New Advances Made For Game Traps

Montreal.

GAME TRAPS.—Prices are higher for game traps, the approximate advance being 10 per cent. Victor, with chain, are selling as follows: No. 1, per doz., $2.75; 1½, $4.25; 2, $5.75; while H. & N. in the same numbers are priced at $5, $7.60 and $10.60 per doz.

Machinerv Cast Brings Nearly $50

Montreal.

OLD MATERIALS.—Machinery cast iron is ruling at very firm prices and the dealers are offering $44 to $47 per ton. This is probably only a temoorarv inflation, but, of course. it is difficult to obtain supplies, and if this condition continues prices will rule high. Scrao steel, in United States markets. is weaker, and this is probablv induced bv conditions that are somewhat localized, with temporary suoplies there amole for present needs. The steel and iron scrap situation is a nominal one.

Dealers' Buying Prices—		
Old rubbers, boots and shoes ...	....	0 07¾
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	....	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	28 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	.....	14 00
Heavy melting steel	18 00	19 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	44 00	48 00

Wire Products Held And Movement Active

Toronto

WIRE PRODUCTS. — The market holds in a strong position, and wire movement, particularly on staple stock, is steadily active. It is not improbable that there will be revisions of an upward nature in the near future, for consumption is heavy, as related to production. Smooth steel wire gauges, 0-9, are based at $5.50 per 100 lbs.

Barbed Wire—	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20
Plain steel wire, 0-9 gauge	5 50

A Firmed Market On Iron and Steel

Toronto.

IRON AND STEEL.—Market conditions are in little different position from those of last week. The state of trade is steadily active, prices are firmly held, and there is nothing to indicate any but a firm market for the future. It is even possible that further revisions may be made, of an upward nature. Single reeled machinery steel is selling up, at $6.50, this being readjustment on the part of jobbers.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 22
Black diamond tool steel, per lb.		0 22
Black diamond cast steel, per lb.		0 22
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Black Sheets Are Unchanged

Montreal.

SHEETS AND PLATES. — Little change has been noticed in this market and conditions appear to remain pretty much the same. A continued shortage of flat sheets is reported, and while some small supplies are coming upon the market from time to time, the heavy demands of the present cannot be filled. Prices hold very strong, and it is stated that advances may be expected at any time.

BLACK—		
10 gauge	....	7 70
12 gauge	....	7 75
14 gauge	....	7 80
16 gauge	....	8 05
18-20 gauge	8 05	8 20
22-24 gauge	8 10	8 25
26 gauge	....	8 15
28 gauge	....	9 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	11 30
28 gauge	....	11 00
26 gauge	....	10 75
22 and 24 gauge	....	10 35
20 gauge	....	10 25
18 gauge	....	10 25
16 gauge	....	10 25
English Standard—		
28 gauge	....	11 50
26 gauge	....	11 25
24 gauge	....	10 65
22 gauge	....	10 30
18 and 20 gauge	....	10 10

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Manila Rope Up 2c; *Sisal is Unchanged*

Montreal.

ROPE AND CORDAGE. — As was clearly indicated probable in last week's issue of HARDWARE AND METAL, rope has firmed, and pure manila is now selling at a base price of 33c per lb. This is due to the higher hemp markets in the States, and also has been hastened by the adversity of exchange rates. Present prices are unchanged on sisal and other grades of manila, the following prices being quoted: Pure manila, lb., 33c; British and Beaver manila, 26c, and sisal, 22½c.

Fuel Oil Advances; Gasoline, Coal Oil

Montreal.

OILS, GASOLINE.—Prices are unchanged on gasoline and coal oil and the price for motor gasoline remains at 36c. Coal oil, as to grade, is selling at 25-28c per gallon.

Fuel oil, due to scarcity, exchange rates and excessive demand, has again advanced, the present basis being 13¾c per gallon. Now that this has to be brought in by tank cars it is costing more than when navigation permits of its import by water route.

Nails Unchanged; Many Big Orders

Montreal.

NAILS.—HARDWARE AND METAL understands that there has been an excessive demand for nails, both cut and wire grades. One informant states that it is very difficult to obtain quotations when round lots are wanted, and indicated that supplies were short. The hardware jobbing trade has been ordering steadily, and the tonnage passing into consumption this winter has been a big one. Standard wire nails are based at $5.50 per keg and cut nails at $6.35.

Active Stove Sales Despite High Prices

Montreal.

STOVES AND WARES.—Prices on stoves, while high, are not deterring buyers, who are purchasing more freely now. "We are selling ranges costing $125 each very extensively," said the representative of a large Canadian manufacturing firm to HARDWARE AND METAL this week. "Prices seem to be no object, and business is very active."

The ware market is a very firm one, and due to the forward buying of manufacturers, they are still able to make good deliveries.

Oakum Costs More; Increase 10 *Per Cent.*

Montreal.

OAKUM—An advance has taken place in oakum and the new basis for plumbers' is $12 per 100 lbs., and that for "U.S.," $21.50. The market is strong, even at this advance.

Pressed Spikes Up; Brush Hooks, Too

Montreal.

SPIKES, HOOKS.—Advanced prices are effective for pressed steel or ship spikes. The new basis, per 100 lbs., is $7 for ⅜ and larger, and that for ¼ and 5-16 in. is $7.50.

Brush hooks are higher, from $15.75 to $17 per dozen.

Solder Advances 1c *Lb.; Lead Pipe Very Strong*

Montreal.

LEAD PRODUCTS.—Lead is about the strongest metal in the market to-day and advanced prices may shortly be expected on all lead products. Solder is very strong and an advance of one cent per pound has been effected during the week. Dealers state that it is practically impossible to secure adequate supplies. In view of this and the strength of pig lead at the moment, lower levels are quite out of the question, and the tendency is decidedly upward.

Lead pipe, per 100 lbs.	....	16 00
Lead waste, per 100 lbs.	....	17 00
8 in. and over, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Do., 4 to 8 lbs., sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 45½
Solder, strictly, lb.	....	0 42½
Solder, strictly commercial, lb.	....	0 39½
Solder, wiping, lb.	....	0 38
Solder wire (8 gauge)—		
45-55	....	0 45
50-50	....	0 48
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18
40-60	....	0 41

Copper Easier; Lead Very Strong

Montreal.

INGOT METALS.—No fresh developments are noted in the markets this week, and with the single exception of lead, which continues to advance, quotations are practically unchanged. Dealers state that a slight falling off of trade is manifest this week, but supplies are coming along pretty satisfactorily.

COPPER.—Copper is easier and slight declines are registered in the local market. The basis for electrolytic is now 24c per pound, and that for casting, 23¼c.

SPELTER.—Spelter is very quiet and has declined ½ cent to 12c per pound.

LEAD.—Lead is the strongest metal on the market this week and supplies are stated to be coming along very slowly, with no apparent indication of any improvement for the time being. Lead is selling at 12c per lb.

ANTIMONY—Antimony rules steadily at prevailing price of 14c for Chinese and 15c for English, and the undertone tends to lower levels.

TORONTO MARKETS

TORONTO, March 4—Important price revisions are being made constantly and in every instance this week the quotations are to higher levels. Among the lines which are showing advances are game traps, which are up 7½ per cent. to 10 per cent.; Lufkin rules 10 to 15 per cent.; coil chain 50 cents per hundred pounds; cross-cut saws 5 per cent.; Whitman & Barnes pliers, Miller padlocks and Eagle locks ten per cent., and copper burrs and rivets.

Owing to heavy advances in the prices of crude oil, much higher quotations have gone into effect on cylinder oil, gas engine oil, machine oils and fuel oil.

New and higher prices are named on skates for next season and it is stated that a great scarcity is likely.

An advance of ten per cent. is shown in the new quotations on miscellaneous wire nails and revisions have been made upwards in several lines manufactured by the Stanley Rule & Level Co.

Corrugated sheets are higher, also bar iron and steel.

A very unexpected shortage of lead has occurred and prices have moved up to 12 cents a pound. Ingot metals generally are firm.

Deliveries continue to be annoyingly slow in almost everything and one firm stated that for every ton of merchandise they were able to get they have orders for five tons.

New Discounts on Copper Rivets, Burrs

Toronto

COPPER RIVETS AND BURRS. — New discounts on these lines have gone into effect as follows:

Copper Rivets with usual proportion of Copper Burrs, that is to say, weight of copper burrs not exceeding one-third of combined weight of copper rivets and copper burrs, list plus 20%.

Copper rivets with copper burrs where the burrs are more than one-third of the combined weight of the copper rivets and copper burrs—Copper rivets, list plus 20%; copper burrs up to one-third of combined weight of copper rivets and copper burrs, list plus 20%; copper burrs in excess of one-third of combined weight of copper rivets and copper burrs, list plus 60%.

Copper burrs only, list plus 60%.

Higher Quotations Named on Game Traps

Toronto.

GAME TRAPS.—New quotations on game traps run from 7½ per cent. to 10 per cent. higher than former figures. Quotations on some of the best sellers are as follows:

Victor Chain—No. 1, $2.75; No. 1½, $4.20; No. 2, $5.75; No. 3, $9.75; No. 4, $11.75.

Giant No. 1—$3.50.

Jump Traps—No. 0, $3.20; No. 1, $3.70; No. 1½, $5.50; No. 2, $8.70.

H. & M. with Chain—No. 0, $4.25; No. 1, $5; No. 1½, $7.60; No. 2, $10.55.

Newhouse—No. 1, $7.50; No. 1½, $11.35; No. 5, $17.40 each; No. 50, $12.65 each.

Advances Shown in Rules, Measuring Tapes

Toronto

RULES, MEASURING TAPES. — Higher quotations are now in effect on folding boxwood and spring joint rules and also on measuring tapes. The new prices are from ten to fifteen per cent. above former figures.

New List Prices on Skates For 1920

Toronto

SKATES.—Starr skates for 1920 delivery are now being booked and the quotations are on the basis of thirty per cent. off the following list. At the present time manufacturers are having considerable difficulty in obtaining the supplies of raw materials and it is stated that the outlook is for a shortage of skates. The list is as follows:

No. 190H, tube hockey, aluminized, 9 to 12 in., $6.50, fronts and heels not drilled for screws; No. 190 H.NP, tube hockey, nickel plated, 9 to 12 in., $1 net extra; No. 190 P, tube pleasure, aluminized, 9 to 11½ in., $6; No. 190 P.NP, tube pleasure, nickel plated, 9 to 11½ in., $1 net extra; No. 190 A, tube racer, aluminized, 9 to 11½, $8; No. 190 R.NP, tube racer, nickel plated, 9 to 11½ in., $1 net extra.

Rink and Pleasure.—No. 156, Acadia, nickel plated, 8 to 11½ in., $2.10; No. 157, Beaver, nickel plated, 8 to 11½ in., $2.75; No. 162, Beaver, flanged blades nickel plated, 8 to 12 in., $3.25; No. 184, Glacier, flanged blades, nickel plated, 8 to 10½ in., $3.50; No. 188 Rex, nickel plated, 8 to 10½ in., $4; No. 194, Regis, nickel plated, 8 to 10½ in., $3.50.

Hockey Skates.—No .129, Featherweight Mic-Mac, nickel plated, 10 to 11½ in., $5; No. 150, Demon, nickel plated, 7 to 12 in., $1.90; No. 153, Demon, unplated, 7 to 12 in., $1.70; No. 154, Bulldog, nickel plated, 7 to 11½ in., $2.10; No. 173, Climax, nickel plated, 9 to 11½ in., $3.50; No. 176, Scotia, nickel plated, 9 to 12 in., $4; No. 181, Velox, nickel plated, 9 to 12 in., $6.50; No. 189, Featherweight Regal, nickel plated, 10 to 12 in., $5; No. 193, Dreadnought, nickel plated, 9 to 11½ in., $4; No. 196, Imperial, nickel plated, 10 to 11½, in., $6.

Figure Skating.—No. 170, Starr Figure, nickel plated, 8 to 12 in., $5; No. 192, International, nickel plated, 9 to 11½ in., $8; No. 195, Primo, nickel plated, 9 to 11½ in., $6.

Genuine Acme, Self Fastening.—No. 100, with solid steel blades, unplated, 7 to 12½ in., $1.75; No. 101, with solid steel blades, nickel plated, 7 to 12½ in., $2.25.

Miscellaneous Wire Nails Move Upward

Toronto

MISCELLANEOUS WIRE NAILS.—An advance of ten per cent. is now effective on miscellaneous wire nails, the new discount being fifty per cent. in place of the former quotation of sixty per cent.

Miller Padlocks and Eagle Locks Are Up

Toronto

PADLOCKS, LOCKS. — A ten per cent. advance has been made in the quotations on Miller padlocks and also on Eagle locks.

Cross Cut Saws Advance 5 Per Cent.

Toronto

CROSS CUT SAWS.—New quotations on cross cut saws are five per cent. above former figures.

Coil Chain is Up 50c Per 100 Pounds

Toronto.

COIL CHAIN.—Prices on coil chain have been revised and the new figures are fifty cents per hundred pounds above former prices.

Important Advances Are Made in Oils

Toronto

OILS.—The highest prices on record for crude oil has resulted in some heavy increases being made in the new quotations on machine and engine oils. The new quotations are as follows:

Black Oil (summer)—18½ cents per gallon; black oil (winter), 19 cents per gallon; Imperial kerosene tractor oil, 75 cents; Capital cylinder oil, 82 cents; machine oil, regular grades, 43½ cents; standard gas engine oil, 48 cents; paraffine, 27 cents. List less fifteen per cent. on the above.

Polarine oil list, $1.25; Polarine oil, heavy, list, $1.25; Polarine A, list, $1.35; Gargoyle mobiloil E and Arctic, $1.40. List less 25 per cent. on above.

Fuel oil, barrels, net, 13 cents; fuel oil, tank cars net, 11 cents.

Very Firm Prices on Sheets and Plates

Toronto

SHEETS AND PLATES. — Firm prices on sheets and plates continue to hold, and the situation which has developed in this commodity has not improved, it is stated. If anything the demand is more noticeable owing to the limited quantity available to supply the large business offering. The slow movement of freight continues to be a factor, although with the coming of warmer weather this should soon disappear. The high rate of exchange is also a factor for higher prices and is causing considerable inconvenience. Some jobbers state that in order to get any supplies it is necessary to pay a premium over current prices. For this reason as well as other factors mentioned previously the prices quoted below are nominal and are as follows:

BLACK SHEETS—	
14 gauge	8 00
16 gauge	8 00

18-20 gauge	7 45
22-24 gauge	7 45
26 gauge	7 60
28 gauge	7 70
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$10 00	$10 00	$10 45	$10 75
U.S. 28	9 60	10 20	9 75	10 35
U.S. 26	9 30	9 90	9 40	10 05
22 and 24	9 15	9 75	9 20	9 90
18 and 20	9 00	9 60	9 00	9 75
16	8 85	9 45	8 80	9 60
12 and 14	8 20	8 70	8 55	9 45

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Iron and Steel Bars Advance Fifty Cents

Toronto

IRON AND STEEL BARS have been advanced 50 cents over base prices. This new higher price was not unlooked for, it is stated, owing to the situation which has developed in this commodity. Jobbers state that supplies are very scarce and any stock that is available at the mills is going to those who pay the largest premium.

The slow movement of freight is another factor, although with the opening up of spring and the coming of warmer weather this should be soon overcome. The new quotations on steel bars are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Boiler Tubes Scarce; Prices May Advance

Toronto.

BOILER TUBES.—The demand for boiler tubes continues to be very brisk and although no change in price has yet taken effect higher prices may be named at any time.

Jobbers state that boiler tubes are very hard to procure from the manufacturers, who in turn state that the reason they cannot adequately fill the orders is owing to the shortage of skelp at the mills. This they state is due to the shorter hours and also the shortage of labor and raw material as well as the transportation situation.

The following are the present quotations:

BOILER TUBES—	Per 100 feet Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	...
1½ inch	31 50	....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Very Firm Prices For Lead and Zinc

Toronto

LEAD AND ZINC PRODUCTS.—The market on products of lead and zinc is very firm, and although the present quotations are generally conceded to be high the demand continues very brisk.

Owing to the high price of tin and also the tendencies which point to higher prices further advances towards these lines would not be surprising. Some of the present quotations are as follows:

Lead pipe, list, per lb.		0 16
Lead waste pipe, list, per lb.		0 17
Do., over 8 inches, list, per lb.		0 18
Above subject to discount of 10%.		
Lead traps and bends	....	add 10%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 45¾
Solder, strictly, lb.	....	0 40½
Solder, commercial, lb.	....	0 38
Zinc sheets,, per lb.	....	0 19
Solder, guaranteed, lb.	....	0 43¾
Solder, wiping, lb.	....	0 37¼

Heavy Demands For Corrugated Sheets

Toronto

CORRUGATED SHEETS.—The present price of corrugated sheets is very firmly held and manufacturers and jobbers state that the raw material and flat sheets are very hard to procure.

The situation in flat sheets has not improved and the demand is reported very heavy. This scarcity dates back to the steel strike at the latter half of the past year and according to some seems to have been gradually getting worse. The heavy demand from the automobile makers for sheets and plates and other materials in the iron and steel line is also said to be a large factor in forming the market.

An additional 5 per cent. discount is being added to the list independent of the previous discount of 7½ per cent. This new additional discount is to partly take care of the exchange, it is said. The prices are as follows:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Add 5% to above list for exchange.

Discount, 7½%.

A CORRECTION

Through a typographical error in last week's market report on rope, the price of pure manila rope, base, was given as 30c. The market price was 31c per pound, and this should have been stated, instead of 30c per lb. In the same report, as well as elsewhere in that issue, the strong tendencies of the market were pointed out, so that it will be understood that the error was made in t manner explained. Prices have since advanced 2c per lb.

Scarcity Likely in Metallic Shingles

Toronto

METAL SHINGLES AND SIDING are being very firmly held and manufacturers and jobbers state that the outlook for procuring sufficient stocks for the coming season is not bright. Metallic shingles are now quoted at standard grade $10.50 per square for galvanized, while the painted are quoted at $8 per square less discount of 7½ per cent. plus additional 5 per cent. to cover the exchange. Metal siding is quoted at, standard galvanized $9 per square, painted standard $6.50 per square, less discount of 7½ per cent. plus 5 per cent. additional for exchange.

Demand is Active For Scrap Materials

Toronto.

OLD MATERIALS.—There seems to be a steadily increasing demand for old materials. Prices are showing no change and are as follows:

DEALERS' BUYING PRICES

Pipe scrap	....	11 00
No. 2 busheling	....	13 00
Stove plate, per ton	....	18 50
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Tea lead	....	0 04
Heavy lead pipe	....	0 05¾

Ingot Metals Firm; Lead is Up 1½ Cents

Toronto.

INGOT METALS.—"For every ton of material we can get we have orders for five tons," was the way one manufacturer summed up the situation at present. A shortage of lead has developed very unexpectedly and prices have jumped 1½ cents per pound. Antimony has moved up two cents a pound.

COPPER remains unchanged with a fair volume of business offering. Quotations are around twenty-five cents per pound.

TIN.—Quotations on tin are at 73 cents a pound with the market very firm. Stocks are reported low.

LEAD.—An unexpected scarcity has developed in the lead markets and prices moved up rapidly from 10½ cents a pound to twelve cents. Stocks are low and it is difficult to secure new supplies.

SPELTER.—Only a fair volume of business is being handled in spelter. Quotations show no change and are on a basis of 12 cents a pound.

ANTIMONY.—Antimony prices have moved up to 14 cents a pound with a fairly active demand noted.

LONDON MARKETS

Screen Doors and Windows Up 20%

London, Ont.

SCREEN DOORS AND WINDOWS.—New prices which are now in effect on screen doors and windows show advances of 20 per cent. over former quotations and are as follows:

No. 1, grained only, $22.35 per dozen; No. 2, with brackets, grained only, $27.60; No. 21, Mission style, grained filled and varnished, $33.25; No. 3, with brackets, grained filled and varnished, $36.50; No. 8, panel bottom, grained filled and varnished, $39.35; No. 9, panel bottom, with oval, grained filled and varnished, $47.40.

Windows.—No. 12, $4.40 per dozen; No. 12½, $4.90; No. 1, $4.25; No. 13, $4.80; No. 14, $5.15; No. 14½, $5.50; No. 15, $5.90; No. 16, $8.15; No. 2, $5.65; No. 3, $6.20; No. 4, $6.60; No. 5, $7.25; No. 6, $7.85; No. 7, $8.40; No. 8, $9.05; No. 9, $10; No. 10, $12.

Game Traps Advance 7 to 10 Per Cent.

London, Ont.

GAME TRAPS. — Advances which figure out from seven to ten per cent. have been made in game traps.

Higher Quotations on Barrel Churns

London, Ont.

BARREL CHURNS.—New and higher quotations are in effect on barrel churns. The new discount is 2½ per cent. off list. Net prices are figured at 2½ per cent., the quotations being:

No. 0, $8.78 each; No. 1, $8.78 each; No. 2, $8.75 each; No. 3, $10.72 each; No. 4, $12.67 each.

Some Lines of Starr Hockey Skates Higher

London, Ont.

STARR SKATES. — Quotations for Fall booking 1920 on some lines of Starr hockey skates are higher. A new list has been issued and the new prices are 30 per cent. off that list.

Prices Are Firm on Poultry Netting

London, Ont.

POULTRY NETTING.—A fairly active business promises in poultry netting. Prices are firm and are on the following basis:

Regular mesh, 2 inch, net list; 1 inch, add 5 per cent. to list. Lay flat or American pattern, 2 inch, add 5 per cent. to list; 1 inch, add 5 per cent. to list.

Linseed Oil Moves 5 Cents a Gallon

London, Ont.

LINSEED OIL.—An advance of five cents a gallon has been made in linseed oil and further advances are expected at any time. There is every indication of a steadily rising market. Quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	2 75	2 78
3 to 5 barrels, gal.	2 74	2 77
6 to 9 barrels, gal.	2 72	2 75

Less barrels, add 15c gal.

Harvest Tools and Spades and Shovels

London, Ont.

HARVEST TOOLS, SPADES, SHOVELS.—Prices are very firm in all of these lines. Harvest tools are quoted at 12½ per cent. off list and spades and shovels at 45 per cent. off list.

Higher Quotations on Clothes Line Wire

London, Ont.

CLOTHES LINE WIRE.—New quotations on clothes line wire show an advance. The new prices are:

No. 19 XX, 50 ft. rolls, $6 M. foot; 100 ft. rolls, $5.50 M. ft. No. 18 XXX, 50 ft. rolls, $6.75 M. ft.; 100 ft. rolls, $6.25 M. ft.

Irwin Auger Bits and Car Bits Advance

London, Ont.

IRWIN AUGER BITS, CAR BITS.—New prices on Irwin auger bits are on the basis of list plus five per cent. On Irwin car bits, the new and higher quotation is 5 per cent. off list.

Lawn Mowers Are 25 Per Cent. Off List

London, Ont.

LAWN MOWERS. — Quotations on Daisy, Star, Woodyatt and Empress lawn mowers are on the basis of 25 per cent. off list.

Demand is Active For Hockey Sticks

London, Ont.

HOCKEY STICKS. — Prices of raw materials in connection with hockey sticks have advanced no less than 58 per cent. over the costs of the previous year and a scarcity of sticks is noted. Since 1914 raw material costs have advanced 282 per cent. and wages fully 100 per cent. Quotations are now being made as follows:

Goal sticks, $12 to $14; Extra Special, $11.50; Reliance, $10.50; Hockey King, $10; Rover, $7.50; Amateur, $6.90; Practice, $5; Boys' Expert, $4.50; Boys' Painted, $3; Juvenile, $2.25; Rooters, $1.00.

Asbestos Iron Sets Revised Upwards

London, Ont.

SETS OF ASBESTOS IRONS.—New and higher prices are shown on these goods and the figures now are: No. 70 Asbestos, $3.65 a set; No. 60 Dover, $3 per set.

White Lead in Oil Showing Firmness

London, Ont.

WHITE LEAD IN OIL.—While quotations show no change, the market for white lead in oil is very firm. Prices are as follows: Pure, in ton lots, $18.45 per 100 lbs.; less than tons, $18.80 per 100 lbs. Elephant, $18.95 and $19.30 respectively.

Prices of Putty Holding Unchanged

London, Ont.

PUTTY.—No change is shown in the quotations on putty. Business is seasonably quiet. Quotations are as follows:

	Per 100 lbs.
Standard, 100-lb. drums	7 20
Do., 25-lb. drums	7 55
Pure, 100-lb. drums	9 80
Do., 25-lb. drums	10 05

Ten Cent Advance Made in Turpentine

London, Ont.

TURPENTINE.—An advance of ten cents per Imperial gallon has been made in the quotations on turpentine. A very firm market is expected and further advances are not unlikely. Prices are as follows:

	Per Imp. Gal.
1 barrel lots	3 35
2 to 4 barrels	3 34
5 gal. lots	3 50

Valve Prices Are Revised Upwards

London, Ont.

VALVES.—An advance has been made in the price of valves. New quotations are as follows:

Standard—Globe, Check and Angle Valves, net list. Jenkins Pattern — Globe, Check and Angle Valves, net list. Compression Bibbs, 25 per cent. off list.

Oyster Shell is Now $1.75 Per 100

London, Ont.

OYSTER SHELL.—A new and higher price has been put into effect on oyster shell and quotations are now on the basis of $1.75 per hundred pounds.

Nails in Demand; Supplies Limited

London, Ont.

NAILS. — Firm prices prevail for nails. The demand is steadily increasing and supplies are limited. Quotations are as follows:

Wire, $5.45 base; cut, $6.75 base.

Advance is Shown in Window Glass

London, Ont.

WINDOW GLASS.—A new price of 15 per cent. off list on single and double diamond glass in cases is now in effect. Net case prices figured at 15 per cent. as follows:

	Single	Double
	Per Case.	
Up to 25"	$16 91	$19 46
26 to 34	17 68	21 13
35 to 40	18 53	22 44
41 to 50	19 97	25 50
51 to 60	20 91	26 18
61 to 70	22 52	27 80
71 to 80	.....	30 09
81 to 84	.....	38 64
85 to 90	.....	41 58
91 to 94	.....	42 38
95 to 100	.....	49 97

WINNIPEG MARKETS

Plain Wire Shows an Advance of 8%

Winnipeg.

ANNEALED, BRIGHT AND COPPERED SPRING WIRE show further advance to the extent of an 8 per cent. increase on previous lists. Little can be said regarding the new change, as the general wire shortage is so well known that comment is unnecessary regarding this market. The present prices show tendency to firmness, but how long this will last is uncertain as it is believed further advances can be looked for. To-day's prices are as follows:

Annealed wire—Nos. 9, $6.50; 10, $6.56; 11, $6.62; 12, $6.70; 13, $6.80; 14, $6.90; 15, $7.05; 16, $7.20.

Bright market—Nos. 9, $6.90; 10, $6.96; 11, $7.02; 12, $7.10; 13, $7.20; 14, $7.30; 15, $7.45; 16, $7.50 per 100 lbs.

Coppered spring wire—Nos. 9, $9.60; 10, $9.70; 11, $9.75; 12, $9.85; 13, $9.95; 14, $10.05 per 100 lbs.

Hay bale ties—F. O. B. Fort William, $6.75; Winnipeg, $7.25 per 100 lbs.

Rope is Up Again; 5% Above Prices

Winnipeg.

ROPE, after a short period of inactivity and apparent firmness, appears again in the week's changes for further revision. The change is general, including practically all lines, the nature of the increase being 5 per cent. on previous prices. Present prices are particularly high on hemp and cotton owing to the existing shortage in these two lines, and it is believed that even higher levels will be reached at no distant date. To-day's ruling prices are:

ROPE—

Sisal—Sizes ¼ and 5/16-in., $0.26¾ ⅜-in., $0.26¼; 7/16, ½ and 9/16-in, $0.25¾; ⅝-in., $0.25¼; ¾-in. and larger, $0.24¾ per lb.

Lariat sisal —3-ply, 7/16-in., $0.29¾; 4-ply, 7/16-in., $0.30¾ per lb.

British manila—¼ and 5/16-ini., $0.30¾; ⅜-in., $0.30¼; 7/16, ½ and 9/16-in., $0.29¾; ⅝-in., $0.29¼; ¾-in. and larger, $0.28¾ per lb.

Pure manila—¼ and 5/16-in., $0.36¼; ⅜-in., $0.35¾; 7/16, ½ and 9/16-in., $0.35¼; ⅞-in., $0.34¾; ¾- in. and larger, $0.34¼ per lb.

Lariat manila—3-ply, 7/-in., $0.38¼; 4-ply, 7/16-in., $0.39¼ per lb.

Lath yarn—$0.24¾ per lb.

Cotton Twine Advances 8 Cents a Pound

Winnipeg.

COTTON TWINE is heavily affected by the week's changes, the new increase showing a clear 8 cents per lb. rise on previous lists. This must be admittedly rather heavy but there is no doubt the present shortage of the raw material, coupled with the existing exchange rates, can be attributed as being entirely responsible for the new prices. Although the new market appears comparatively firm, further advances, it is believed, can be looked for. To-day's quotations are as follows:

Cotton Twine—In cones, 3 ply, 95 cents; 4 ply, 97½ cents. In balls, 3 ply, 97½ cents; 4 ply, $1 per lb.

Bag Twine—$1.10 per lb.

Wrought Iron Washers Revised Upwards

Winnipeg.

WROUGHT IRON WASHERS, following the previous week's activities of the metal markets, show further revision in prices. Although the new advances are not necessarily of a heavy nature considering this market, it is easily seen that this advance is chiefly influenced by the existing iron and steel situation, the line relying solely on iron for its manufacture. The new prices are:

WROUGHT IRON WASHERS

Per 100 lbs.—3/16-in., small lot $18.30, case lots, $17.80; ¼-in., $16.15 and $15.65; 5/16-in., $15.15 and $14.70; ⅜-in., $14.10 and $13.60; 7/16-in., $13.25 and $12.75; ½-in., $12.75 and $12.25; 9/16-in., $12.65 and $12.15; ⅝-in., $12.55 and $12.05; ¾-in., $12.40 and $11.90; ⅞, 1 and 1⅛-in., $12.30 and $11.80; 1¼, 1⅜ and 1½-in., $12.55 and $12.05.

Further Advances in Gasoline Torches, Firepots

Winnipeg.

GASOLINE TORCHES, FIREPOTS.-Clayton and Lambert's gasoline torches again advanced to the extent of 13% on old lists. This well-known line of torches has shown moderate firmness of price for some time past that the new increase was to some extent looked for owing to the present scarcity and cost of raw material necessary for their manufacture.

The new prices appear to be firm, the trend of the metal market, it is believed, decide future quotations. The new prices are: Gasoline Torches, Clayton & Lambert's, Nos. 31, $11.40; 37, $1020; 32, $12.00; 48, $13.80; 47, $13.20. Firepots: Nos. 20, $12.45; 5, $18.60; 72, $18.60. Repairs for the above, 25% off standard lists.

Lead Prices Show 20 Per Cent. Advance

Winnipeg.

LEAD.—Further advance occurs on pig lead, bar and block lead to the extent of 20% on old prices. The demand for this commodity, it is said, at the present time is fairly heavy and supplies obtainable are not very satisfactory, a scarcity existing. This condition is further aggravated by the slow and unsatisfactory conditions in transportation at present existing and this, it is believed, is the cause of the new advance. To-day's quotations are: Pig lead 13c per lb., bar lead 13¼c per lb., block lead 13¼c per lb.

Prices Are Firm For Linseed Oil

Winnipeg.

LINSEED OIL.—After a period of indecision and unstable price appears in the week's changes with a showing of new quotations. The prices for a while on this line were withdrawn and prices were ruling on date of shipment. New prices appear however and it is believed have a tendency to firmness, no further change at present being expected, although it must be admitted flaxseed is scarce and this of course is the governing factor that will decide future prices. To-day's listings are: Linseed oil, raw, $2.75; boiled, $2.78 per gallon.

New Prices Advance Pine Tar 19 Per Cent.

Winnipeg.

PINE TAR comes up for revision with a showing of 19% increase on previous lists. This line has been quiet and firm for some time past and the new prices are to some extent expected owing to a shortage that at present exists. Although the new prices appear firm, further advance may occur, it is believed, at no distant date. To-day's lists show: Pine tar, 1 gal. cans $1.35 each, ½ gal. cans 75c each, pints $2.90 per dozen, quarts $4.80 per dozen, barrel lots 80c per gal.

Revisions in Glass Show 15% Advance

Winnipeg.

WINDOW GLASS again appears for further revision of prices, this time to the extent of a 15% advance on old lists. Glass is still reported scarce and only small shipments being received does not tend to relieve the situation. Insufficient supply is the cry from all quarters and every indication points to still greater scarcity existing. Plate glass continues firm at present, but further advance on the line can be looked for at any moment, it is stated. The new listings are as follows:

GLASS—	Single Diamond	Double Diamond
Up to 25 in.	$18 60	$24.75
26 to 40 in.	20 30	24 75
41 to 50 in.	27 85	28 00
51 to 60 in.	22 85	28 75
61 to 70 in.	24 55	30 45
71 to 80 in.	.....	32 85
81 to 85 in.	.....	41 90
86 to 90 in.	.....	45 00

Maydole Hammers Are Advanced 10%

Winnipeg.

MAYDOLE HAMMERS.—A general change occurs on Maydole hammers, the nature of the change being 10% advance on previous prices. This line has shown marked firmness for some time, so that the latest change does not come altogether as a surprise as the necessary commodities utilized in their manufacture are steel and wood, and it was to be expected that sooner or later this line would be affected by the past activities of these two markets. The new prices appear firm and further advance is not necessarily looked for at present. The trend of the steel market however, it is believed, will to some extent govern future quotations. Some of the prices are: Maydole hammers, Nos. 1½, $21.-60; 11, $23.40: 11½, $21.60; 12, $20.25; 13, $18.00; 611R, $36.00; 611½R, $35.-30; 612R, $31.50; 711, $23.40; 152,

Continued on page 88

Developing Salesmanship

Personal Service is Important and the Buying Public Quickly Responds to It—The Salesman Who Can Give Reliable Advice on Paints, Brushes, Finishing, Preparation Will Establish a Permanent Relationship With Buyers

IT IS a well-established fact in all lines of retail merchandising that buyers respond not only quickly but permanently to personal service. The relationship between your sales staff and the prospective customers in your territory is a big factor in determining your turnover. Many merchants know and appreciate the "pulling" value of a salesman who has cultivated the personal side of selling to such an extent that customers will come in and ask for Mr. Blank, and if he is busy will wait until they can talk over with him their proposed purchase and ask his advice.

AN IMPORTANT MATTER

This side of salesmanship is important and while it is valuable in all departments, it may be said to be invaluable in the paint department, for the reason that very, very few buyers, especially women, know much about paints, or their application or about the best brushes to use, preparation and finishing of the work, etc.

Developing salesmanship is one of the surest ways of expanding business, whether it is in the paint department or any other section. Some salesmen know how to sell and don't know much about the goods. Others know all about the goods and little about salesmanship. Some know neither.

DEVELOPING SALESMANSHIP

One of the largest stores in the country has issued a booklet to its sales staff and some of the points emphasized are as follows:

Create a favorable first impression by being prompt in approaching every customer.

Attend to your stock with your mind on the aisle. Customers are more important than merchandise.

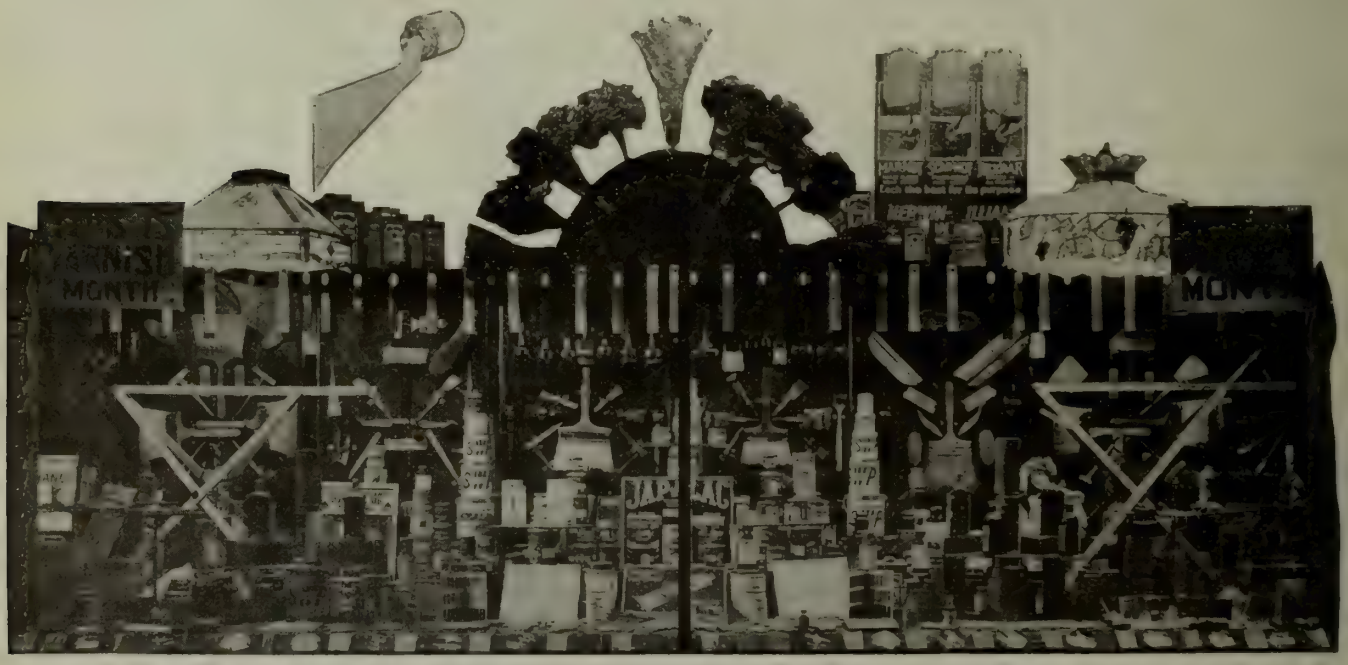
When the customer comes, discontinue any work you may be doing and go forward immediately.

Meet your customers more than halfway without seeming to hurry.

Be courteous. Bow recognition. Look interested. Smile. Show that you are glad to see the customer.

APPEAR ENERGETIC

Appear energetic. No one likes to be waited upon by a salesman who finds it necessary to lean



Many excellent suggestions for arranging a window of paints, varnishes and brushes are contained in the above illustration. There is every indication that this year's paint sales will make new records. Attractive windows will help you to increase your turnover and increase profit.

"Save the surface and you save all" *Paint & Varnish*

SANI-FLAT

A sanitary flat oil paint for all interior painting.

The persistent demand for SANI-FLAT is proof of its satisfying qualities. It will be a revelation to your customers—the beautiful effects attainable with this ideal wall-covering.

It's easy to apply, sets slowly, showing no laps or brush marks, is absolutely sanitary and washable with water, without injury. Makes a perfect under coat for enamel and has great body and covering qualities. SANI-FLAT is so flexible, and it may be used in so many varied and different ways that the householder quickly realizes the advantages of using it.

May we acquaint you with the great selling possibilities of this line? Our agency proposition is a good one. Write us for full particulars.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

TORONTO

Maritime Sales Manager:
R. C. Blakeney, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

against the shelves. Your bearing should inspire confidence in your ability. Look as though you knew your business.

Offer your services immediately. A slight inclination of the body or raising the eyebrows in an inquiring manner may be sufficient. If not, use some form of greeting that stands for service instead of selling.

Avoid such expressions as "Something?" or "Did you want to be waited on?" You may assume that the customer wants something or she would not be in the store.

Suit your opening remarks to the type of person confronting you. Say and do first what you thing the customer will like best.

Let your speech ring with sincerity. Talk as though you believed what you said.

Be prompt in showing goods that are asked for. You should know your stock so well that you can immediately find anything inquired for.

Bring the Goods

Bring the goods to the customer, if possible, instead of asking her to walk the length of the counter or of the department. Doing so cannot fail to impress the customer with your desire to be of service.

If possible, place the goods in the customer's hands, or at least within easy reach. People like service that saves them physical exertion.

By sizing up your customer, try to determine her preference in color, style or quality, and to show first what will suit best. What she looks at or picks up may give you a clue to what she is interested in. What she wears is an index of what she likes.

Handle Them Carefully

Handle your goods in a manner that will enhance their value, instead of throwing them on the counter or otherwise showing that they do not impress you as being desirable.

See that nothing is on the counter that may detract from the appearance of the goods you are showing.

That the first sight of the goods may create a favorable impression, show them in a way that will interest the customer most. Demonstrate right at the start that these goods have all the required merits the customer's needs demand.

Never ask ,"What price do you want to pay?" Possibly the customer doesn't know. In any event, the statement that she wants to pay only a certain amount will make it difficult to sell something more expensive.

Begin showing the goods as quickly as possible. Do not ask too many questions regarding about what will suit. Cross-examining the customer shows that you wish to avoid unnecessary effort, and does not create the impression that you are anxious to show goods.

The Best Resons

Your first words about the goods should give the best reason why the particular customer you are serving should want them. If the price is the most vital selling point, use it at the beginning of the sale. If not, create a desire for the article, and the price will often seem low by comparison with the advantages of the purchase.

Adapt your selling talk to the customer's words and actions. If she looks away while you are talking, pushes the goods from her, or picks up other merchandise, you may assume that she is not interested in what you are saying. In this case you will immediately attack her mind from another angle. If you have been concentrating on style, you will change to price durability or some other desirable qualification of the merchandise. If she shows interest by examining the goods, asking questions, or agreeing verbally with your statement, you may know you are on the right track.

Use Judgment

The rapidity of presenting ideas should be regulated according to the individual customer. All people do not think at the same rate. Those of nervous temperament, who seem hurried, need a more rapid-fire presentation of selling points than those who are more deliberate. The nervous man may jump at conclusions of you do not give him the facts concisely. The deliberate man will require minute explanation without a semblance of hurry. A study of human nature will enable you to "size up" customers with a fair degree of accuracy.

Be Positive

Be positive in all statements regarding your merchandise. Don't "think, guess or believe." You should know all about the lines you are handling, where they come from, how they are made, what they are made of, how they compare with similar lines, what may be expected in service. Nothing will inspire confidence more than demonstrating the fact that you know your goods.

A study of the merchandise itself, inquiries directed to the manufacturer, talks with your buyer, and the regular and careful study of the editorial and advertising pages of trade papers devoted to the subject will supply the information necessary to tell why your goods will fill the customer's wants, and will

Continued on Page 84.

The Brush Department

Why Not Have a Real Brush Department and Attract All the Housewives in Your Community?

Some Hardware Merchants by Stocking Hair Brushes, Mirrors and Similar Lines Are Stimulating Sales in Other Brushes and in Other Departments Also

NEARLY every drug store carries numerous articles that belong more exclusively to hardware trade, such as razors, strops, shaving brushes, bath brushes, toilet paper, nail files, scissors, etc., that properly belong to hardware stores.

There is no reason why the hardware man should not include these lines in the stock and if properly displayed would draw more of women's and household trade.

One hardware dealer who put in a stock of $100 in hair brushes and mirrors is doing a thriving trade in these lines.

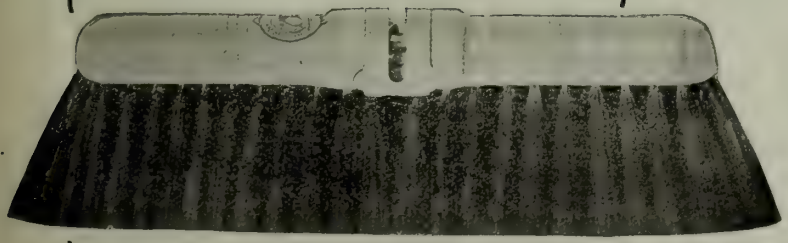
Nearly every reader knows that drug store prices are usually higher than in hardware stores.

Many large hardware stores are concentrating on goods that attract women and have properly qualified women in charge of this department, where all the principal household goods are kept.

Also wall paper is in charge of a woman. Many travelers are surprised to find the number of hardware stores that keep an up-to-date stock of wall paper. They were practically driven to it as other stores were not handling such lines.

Now is a good time to start getting a share of the all-year brush trade by stocking a full assortment of hair brushes and making a separate department.

By doing this and by arranging occasional window displays and running brush advertisements every now and then you can greatly increase your turnover and profits. One of the best ways of attracting housewives and others to your store is to feature the lines mentioned.



The Bristles Can't Come Out

BOECKH'S TRADE MARK EST^ED 1856 TORONTO

Boeckh's Floor Brooms and Bannister Brushes

Have you got your supplies for Spring? Housecleaning is "just around the corner." Madame Housewife is marshalling her forces for the annual attack on the house. One of her first demands will be Floor Brooms and Bannister Brushes—Boeckh's, of course.

In the splendid quality and correct setting of the hair or bristles—gray, black, or mixed, and the correct shaping of the varnished and polished handles there are points of strong appeal to the particular customer—they want Boeckh's Brushes.

Assure your brush stock for Spring—ask for Catalogue Number 56.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Two-Cent Advance May Be Made in White Lead in Oil Prices

AN advance is imminent for white lead in oil. Such is the expressed opinion, at least, of many corroders, and this is supported by an advance this week of one and a quarter cents per pound for dry white lead.

"The price may advance anywhere from 1½c per lb. to 2 cents," said a Montreal corroder to HARDWARE AND METAL. "For, while there is but a cent and a quarter advance for dry lead now, this makes a one and three-quarter cent advance since the price of lead changed some weeks ago. Then, with linseed oil higher, and difficult to obtain, there is every prospect of lead in oil being advanced considerably, and which may be from 1½ to 2c per pound.

May Be Scarcity

At the present time there is a great deal of difficulty, HARDWARE AND METAL understands, in obtaining the requisite tonnage of pig lead. Said one corroder: "It is impossible to get pig lead, either American, Mexican or Canadian. Deliveries this summer will be very limited, and there may be a shortage of white lead in oil. Initial orders for early requirements will be filled, but there may be real difficulty later in filling orders that are received."

There is every prospect of a heavy demand for lead for many months. Corroders state that, while they could sell much lead to outside accounts, they are so filled up with domestic orders as to make attention to these imperative, and much export business, it is understood, is being passed up.

Advanced prices, when they come, will doubtless apply without notice, and new schedules may be made effective even before the week-end.

Franklin Murphy Ill Only Few Days

After an illness of a few days, Franklin Murphy, chairman of the Executive Board of the Murphy Varnish Company, Newark, N.J., passed away last week at Palm Beach, U.S.A.

The late Mr. Murphy was, prior to his filling of the above office, chairman of the Board of Directors of the Murphy Varnish Company, and prior to that, president of the Murphy Varnish Co. He was also—some 12 or 13 years ago —Governor of the State of New Jersey. A citizen of the United States all his life, the late Mr. Murphy enlisted his services as a volunteer at the time of the Civil War and was one of the youngest enlisting at that time.

The late Mr. Murphy was a shareholder with the Murphy Varnish Company's Canadian associated company, the Dougall Varnish Co., Ltd.

Linseed Oil Is A Scarce Article

Montreal.—Supplies of flaxseed have become so scarce as to make the situation in the Canadian market extremely difficult. Not only so, but the short supplies will soon provoke more or less of a temporary cancellation of orders. Crushers are not quoting at the moment —some of them at least—and a hand-to-mouth filling of orders is being practised by others, so scarce is the oil to fill these contracts. Of course, the whole situation is due to the great difficulty of obtaining delivery of seed. Railway lines are everywhere congested, rolling stock is not plentiful, other food grains are moving on priority orders, and it may be some little while before there is much relief. The price tendencies are strong, for there is an active request for quantities to take care of the immediate trade needs. Manufacturers of paints and varnishes report that they are able to continue manufacturing, but few are anxious to part with oil.

Insecticide Firms Swamped With Orders

Montreal.—So great has been the increase in orders for insecticides this year that the manufacturers and jobbers are swamped with business. One large producer stated to HARDWARE AND METAL this week that business is getting beyond them, and that it is diffi to handle the orders that are being received. "We cannot get sufficient supply of copperas," he continued, "and its scarcity will continue for some time. Exchange is like an added duty, when considering insecticides."

SAVE SURFACE COMMITTEE TO ATTEND MEETING

An invitation has been extended members of the Canadian Save the Surface Committee to meet and confer with the United States Save the Surface Committee in New York next week. This meeting will be held on March 10-11, and on the evening of the 10th a banquet will be held at Hotel Astor. Members of the Canadian committee hope to attend, as matters of great interest as affecting the campaign for 1920 will probably be discussed.

Developing Salesmanship

(Continued from page 82)

enable you to overcome objections that the customer may make.

This Will Help

Believe what you say and talk as if you believed what you said. Make statements as though they were well-known facts. Get the customer to agree that what you say is true and she will have no reason for refusing to purchase.

Show enough goods to demonstrate that you are willing to work hard to please the customer, but elimintae as rapidly as possible those goods not vitally interesting, to avoid confusion and assist in arriving at a decision.

Be careful regarding color contrasts in your presentation of merchandise. If called up to show two colors that will clash, place a piece of gray, black or white between them.

At times a direct comparison with other goods may convince the customer that the merchandise you are trying to sell is most desirable.

If the article is one recommended for durability, tell of the experiences of former purchasers, how satisfied they were with its wearing qualities.

Physical demonstration of points of merit add to the selling effectiveness. Stretching an elastic web shows its resiliency, running a heated electric iron over a wrinkled cloth shows its advantages better than words, spraying perfume from an atomizer gies the customer a better idea of its odor than any amount of description.

Pointing directly to some particular feature of superiority will assure the customer's knowledge of its existence.

Try first to show about the grade of goods the customer will want to buy. It is so much easier for the customer to say, "Show me something better," than to admit that she cannot afford or does not wish to pay the price asked. Work upwards in price from this first article and each succeeding article will benefit by comparison with the preceding one.

Overcoming Objections

Overcome objection tactfully by seeming to agree. If the customer says it is "too high priced" your response might be, "That may seem to be so, but," and further selling points follow. Nothing is high-jriced. There are various grades of goods and some are better than others for reasons a well-posted salesman will know.

Anticipate objections. It is infinitely better to tell about colors being fast than waiting for the customer to say, "I believe this will fade."

Close the sale as quickly as possible. At an opportune time when the customer is thinking favorably of the merchandise, when all expressed objections have been overcome, show some advantage of immediate buying.

UNIMECO WROUGHT WASHERS

MADE IN CANADA

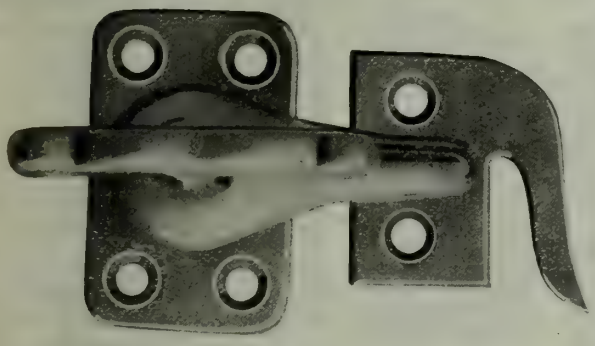
Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Casement Fastener

No. 200

Suitable for the increasing popular casement windows, the "built-in" cupboards, bookcases, and other artistic features of the modern bungalow.

How is your stock of "Stratford" Hardware for Spring—this Spring building season for which the Dominion has issued $75,030,999 in Building Permits?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company, Limited
Stratford, Ontario

Liquid Granite

is one of the unique group of finishes that includes Luxeberry White Enamel, Luxeberry Wood Finish, Berrycraft Stain Finish, Luxeberry Spar Varnish, etc. These finishes have made the name of Berry Brothers a household word among architects, painters and home builders. This is why all "Berry" products are so safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products:

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A Gillies Co. - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd. - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd. - Toronto, Ont.
A. M. Bell & Co., Ltd. - - Halifax, N.S.
Lariviere, Inc. - - - Montreal, Que.
L. H. Gaudry & Co. - - Quebec, P.Q.
Wood, Vallance, Ltd. - - Winnipeg, Man.
Wood, Vallance & Adams, Ltd, Calgary, Alta.
Revillon Wholesale, Ltd. - Edmonton, Alta.
Georgia Turpentine Co. - Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties
Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 4. — The feature of the week is that of an advance of one and a quarter cents per lb. in the price of dry white lead, for this presages an inevitable increase for the product ground in oil. Some expect to see white lead in oil two cents higher, and at least a cent and a half. This condition has been induced by higher pig lead prices and also is due to the great difficulty in getting ample needs of pig lead.

Linseed oil is steady at the quotations of last week, but the product is very hard to get. Some crushers are not quoting, and are simply awaiting the time when it will be possible to get seed forward to crush. Turpentine is steady, but unchanged. Varnishes are very firm and may be advanced in the near future. Insecticides are still strong, and are in more active demand than ever. Dry colors will, in the near future, take on advances, it is said. Business is very active at present.

Linseed Oil Scarcer; Factors Are Strong

Montreal.

LINSEED OIL.—Factors are strong on linseed oil, and while the market is still ruling without definite price change, the basic quotations on seed would make prices on oil about ten cents higher to the trade than they now are. Transportation problems are difficult and crushers are hesitating to make quotations, and in some cases are not quoting at all. English linseed oil prices, too, have firmed, and imported oil, allowing for the exchange difference, is costing around $2.45 per gallon, and in round quantities. Until seed can be got forward to the mills there is not much prospect of an easier market than that now obtaining.

Raw—	Imp. Gal.	
1 to 2 barrels	2 50	2 60
3 to 4 barrels	....	....
Boiled—	**Imp. Gal.**	
1 to 2 barrels	2 52½	2 62½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Steady Turpentine, With Sales Active

Montreal.

TURPENTINE.—The market is held, still at $3.20-$3.25 per gallon for single barrel lots, and there is a fairly active demand, although this is only seasonable. With much difficulty now existing in the matter of transportation, it is improbable that either stocks or prices will improve for the immediate present.

Turpentine—	Imp. Gal.	
Single barrels	3 20	3 25
Small lots	3 27	3 32

(Packages extra.)

Putty Maintained, But May Not Advance

Montreal.

PUTTY.—The putty market is just as strong as it has been for many weeks, and raw materials are scarce. There is, however, not a heavy demand at this time, and the prospects are that before the active selling season arrives there may be some relief in the matter of linseed oil, and also in supplies of whiting. The latter commodity is, of course, scarce, but with transportation likely to improve a little later, it is expected that more whiting will arrive on this market.

	5 ton	1 ton	Quanty.
Bulk, in barrels	5 50	$5 75	$6 10
Do., ½ barrels	5 65	5 90	6 80
Do., 100 lbs.	6 30	6 60	6 95
Do., 25 lbs.	6 60	6 85	7 20
Do., 12½ lbs.	6 85	7 10	7 45
3 and 5 lb. tins	8 60	8 85	9 30
1 and 3 lb. tins	9 10	9 35	10 70
Do., in 100 lb. cases	7 65	7 90	8 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2%, 15 days, net 60.

Shellacs and Gums Strengthen Varnish

Montreal.

SHELLACS, VARNISHES. — While no new prices are announced for varnishes, there has been, for some time, a firming of the undertone on varnishes. Gums are extremely scarce and high, and no early relief is looked for. Tin containers, while available, are costing more. Methylated spirits are scarce and harder to obtain every day.

Shellacs are still ruling high, and are unlikely to be lower in price. The tendencies are steadily upward.

Big Paint Sales Firms Work Overtime

Montreal.

PAINTS AND SPECIALTIES.—The paint men are loaded with business and are working overtime to overtake the accumulated orders. Shipments are going forward to the trade and there is a steady stream of cars now outward bound to all points. As yet, manufacturers have been able to keep abreast of their business, but the demands are exceedingly heavy. Prices are naturally firm, and with orders likely to be filled for the initial requirements of the trade, the new schedules announced in January will now begin to be generally operative.

Advance For Dry Lead; Product in Oil to Go Up

Montreal.

WHITE LEAD IN OIL.—There is a decidedly strong feeling on white lead in oil. An increase was effected this week for dry white lead and there will probably be an early advance—even before the end of the week some corroders think, for lead ground in oil. The whole situation is induced by a higher price for pig lead, and which it is increasingly hard to get from the producers, either in Canada or in the States or Mexico. It is probable that an advance of one and a half to two cents may be made. Present prices are: Five ton lots, per 100 lbs., $17.50; ton lots, $18, and smaller than ton lots, $18.35.

Lower Glass Prices Not Now in Prospect

Montreal.

GLASS.—The excessive demands for glass are absorbing the production right along. In view of the fact that this is not the usual season of great activity, and with the busy season immediately ahead, the demands which will develop, added to the excellent business which the jobbers and importers have enjoyed all winter, will probably tax the capacity of the supplier to the limit. Even with increased production in the States, in Canada and in Belgium, there is not much indication of this being greatly in excess, if at all, of the actual requirements which will develop. This will apply to both plate and box glass.

A new list has been issued on plate glass, and which is as follows:

PLATE GLASS LIST

					per sq. ft.
Plates up to	1 foot,	each			$1.30
Plates from	1 to	2 feet,	each		1.45
"	2 to	3	"		1.75
"	3 to	4	"		2.20
"	4 to	5	"		2.45
"	5 to	7	"		2.55
"	7 to	10	"		2.85
"	10 to	12	"		2.90
"	12 to	15	"		2.95
"	15 to	25	"		3.10
"	25 to	50	"		3.20
"	50 to	75	"		3.25
"	75 to	90	"		3.30
"	90 to	100	"		3.70
"	100 to	120	"		3.85
"	120 to	140	"		4.70

Ramsay's Paint and Varnishes

Have Been Bringing Cash to Dealers 78 Years

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

The All Canadian Manufacturers of Paints and Varnishes Since 1842.

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave. W., Calgary

Plates 101 to 110 wide, containing not over 100 feet, each, $4.75 per sq. foot.
Plates 111 to 120 wide, containing not over 100 feet, each, $5.25 per sq. foot.
Plates 101 to 110 wide, containing over 100 feet, each, $5.25 per sq. foot.
Plates 111 to 120 wide, containing over 100 feet, each, $5.75 per sq. foot.
Trade discount, 15%.
Above prices f.o.b. Montreal. Casing extra.

TORONTO

TORONTO, March 4.—An advance of ten cents per gallon has been made in the price of linseed oil and there is every indication that the market will go higher. Crushers are experiencing much difficulty in getting supplies of seed and there seems little prospect of any immediate improvement. Linseed oil is now quoted at $2.80 per gallon for raw and $2.83 for boiled.

Turpentine has advanced ten cents a gallon and is now quoted at $3.35 per Imperial gallon in barrel lots. A movement is under way to advance the prices that are charged for cans and if it goes through ten gallon cans will cost $1.75 instead of $1.25 as at present. Other sizes will be advanced also, it is stated.

While no advance has yet been registered on white lead in oil the belief is prevalent in many quarters that a change is coming owing to high prices of both pig lead and of oil.

A new list has been issued on fancy glass and the prices show an average advance of about twenty per cent.

Linseed Oil Advances Ten Cents a Gallon

Toronto.

LINSEED OIL.—A steadily rising market is in prospect for linseed oil and to-day's quotations are ten cents per gallon above those in effect a week ago. It is impossible, crushers state, to obtain anything like adequate supplies of flaxseed and with present conditions obtaining for any length of time $3 oil is in sight. During the week flaxseed quotations have moved up 12½ cents and are still advancing. As stated in the previous issue of HARDWARE AND METAL a temporary famine in supplies of oil is not unlikely. Quotations are on the following basis.

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 80	....
3 to 5 barrels, gal.	2 79	....
10 barrels and over, gal.	2 73	....
	Boiled	
1 to 2 barrels, gal.	2 83	....
3 to 5 barrels, gal.	2 82	....
10 barrels and over, gal.	2 80	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Turpentine Moves Up 10 Cents a Gallon

Toronto.

TURPENTINE.—Quotations on turpentine have moved up ten cents and are now on the basis of $3.35 per gallon. At Southern points prices are reaching new high levels. Shipments are coming through very slowly owing to transportation difficulties, and advices from primary points are not altogether reassuring as to the outlook for the future as far as delivery is concerned. Quotations are as follows:

Turpentine—	Per Imp. Gal.	
1 barrel lots	....	3 35
2 to 4 barrel lots	....	3 34
5 gal. lots	....	3 50

White Lead in Oil May Move Upwards

Toronto.

WHITE LEAD IN OIL.—An advance in the prices of white lead in oil at any time would occasion no surprise. Quotations at present show no change. The cost of pig lead and of oil are reaching levels where those in touch with the situtation see cause for a change before long unless new conditions develop. Quotations are on the following basis: $18.35 per hundred pounds in ton lots; less than ten lots are 35 cents advance over this price.

Fancy Glass is Up Twenty Per Cent.

Toronto.

GLASS.—A new list is out on fancy glass and the advances will figure out to about twenty per cent. Window glass quotations show no change from fifteen per cent. off for single and double diamond and forty per cent. off for sheets. There is a fair volume of business offering. Shipments of glass are coming rather slowly but fast enough to take care of the needs of the trade.

Putty Prices Are Holding Unchanged

Toronto.

PUTTY.—Putty quotations are holding without change. The demand is somewhat quiet as might be expected as this season. Prices are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$5 85	$6 10	$6 45
Do., 100 lb. iron	6 70	6 95	7 80
Do., 25-lb. iron	6 95	7 20	7 55
Do., 12½-lb. irons	6 70	7 45	7 80
Bladder, in barrels	7 60	7 85	8 20

Shellac is Scarce; Market Very Firm

Toronto.

SHELLAC.—The difficulty in obtaining shellac seems to be increasing and reports from primary points indicate that only the smallest stocks are available. The market is very firm. Quotations are as follows: Shellac in barrels, white, $9.75; orange, $9 per gallon, the single gallon price being: White, $10.15; orange, $9.40.

WINNIPEG MARKETS

Continued from page 79

$20.70; 42, $16.65; 43, $14.40; 44, $13.50 per dozen.

Utica Pliers Advance; New Prices 24% Higher

Winnipeg.

UTICA PLIERS. — Sharp increase brings Utica pliers to the fore in the week's changes on a showing of 24% over old lists. Although this line has shown little change for some time the new advance is of an exceedingly heavy nature. The cause of the new prices, it is believed, is the present scarcity of raw material coupled with the high exchange rate, the latter no doubt being the chief factor. Following the change this market appears firm and no further changes are at present expected. To-day's prices are as follows: Utica pliers, Nos. 3000x4½ in. $7.25, 6 in. $12.55, 8 in. $14.75, 10 in. $19.65; 1950x6 in. $2620, 7 in. $31.25, 8 in. $36.80, 9 in. $48.30; 2050x5 in. $27.85, 6 in. $30.65, 7 in. $36.80, 8 in. $43.25; 42x3 in. $15.28, 3½ in. $15.25, 4 in. $21.75, 4½ in. $23.85, 5 in. $25.25; 655x5½ in. $23.35, 6½ in. $27.95; 50x6 in. $19.80, 7 in. $23.75, 8 in. $26.35; 1050x4 in. $15.55, 5 in. $16.35.

Coal Oil, Gasoline Are Up 2c Per Gallon

Winnipeg.

COAL OIL, GASOLINE.—Further revision occurs in coal oil and gasoline to the extent of a 2 cent per gallon increase. This, considering the recent advance, is a rather heavy rise and was not necessarily expected. The exchange situation coupled with limited transportation facilities, it is believed, is responsible for the latest prices. The market appears firm since the new lists came into force. To-day's quotations are: Coal oil, Silver Star 28½c, Royalite 29½c per gal., case of 2-4's $3.96 each, Palacine 32c per gal., case of 2-4's $4.16 each. Gasoline, Premier, barreil lots 41c per gal., case of 2-5's $6.10 each; Queen, barrel lots 49c per gal., case of 2-4's $5.52 each.

Sash and Awning Cord Shows 20% Increase

Winnipeg.

SASH AND AWNING CORD advances again to the extent of 20% on old lists. The new changes are said to be due to the increased cost of, and the general scarcity of the raw material that it is at present troubling manufacturers. To-day's listings are: Sash Cord, in hanks, No. 6, $1.04; No. 7, $1.03; No. 8, $1.02; No. 9, $1.02 per lb. In coils, No. 8, $1.02; No. 10, $1.02; No. 12, $1.02 per lb. Awning Cord, White, No. 4, $4.75; No. 5 $18.00; Drab, No. 4, $5.50; No. 5, $21.50 per dozen.

R *Per Cent. Advance Made in Lamp Wicks*

Winnipeg.

LAMP WICKS appear in the week's hanges for revision, the new prices showing an approximate 8% advance. The new advance creates little surprise however, when it is considered that the basic material used in the manufacture is cotton. As is known, the cotton markets are at the present time of high character, by-products therefore must eventually feel the influence of the chief market and rise accordingly. To-day's prices are: Lamp Wicks—Cut and rolls, No. 0, $0.90; No. A., $1.15; No. B., $1.65; No. D., $2.60; Rayo $1.30; Rayo Junior $1 00. Circular Wick, No 2, $8.00; No. 3, $27.00.

Some Jazz to This "61" Turnover!

DEALERS tell us "61" in Colors moves *fast.* Frequent turnovers are taken as a matter of course, because for over thirty years good old "61" Floor Varnish has been living up to its reputation as *the* heelproof, marproof, waterproof floor varnish.

On top of this long record of satisfaction, have been added twelve years of high grade national advertising, so that —

When your customers know that you are selling "61" in eight "live," sparkling colors, they just naturally walk away with the goods, and you pocket a nice profit with minimum sales effort.

For 71 years the name Pratt & Lambert has stood for quality varnishes. *You* share this reputation for quality in your community when you stock "61" Floor Varnish.

Write a post card *now* for the details of the very attractive Dealer Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH
for Floors, Furniture and all Woodwork
Made in Natural Wood Stain Colors

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases: Discount 30/10/20%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.30; Nos. 1-W, 1½-W, 2½-W and 5-W and 5, and 5½, 100 in box, $3.30; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $6.50; U.M.C., 33, $5.50.

Shot, standard, 100 lbs., Toronto, $16.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Single Bits, doz.	$15 50	$16 50
Hunters' Axes	12 00	13 00
Boys' Axes	13 00	14 00
Double Bit	21 50	22 50

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 15, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	6.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21 00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, 5%.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, net.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1—18 x 24	9 80	10 80
2—18 x 28	11 00	12 65
3—20 x 30	12 60	13 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	$2 50
Beaver (brass)	8 00
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond King (glass)	7 00
Enamel Queen	8 50
Glass Globe	7 00
Improved Globe	5 40
Jubilee	6 05
Neptune	5 15
Newmarket King	6 05
Original Globe	5 90
Pony	2 50
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($8 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$38 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 15

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, No. 1	14 10
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$10 75	$21 50
5 ft.	13 50	27 00
6 ft.	16 50	33 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 25
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, net list; trace chains list; dog chains, 12½%; halter chains, 12½%; tie-out chains 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, plain, 16 oz. and heavier, lb.	....	0 43
Plain Tinned, 16 oz. and heavier, lb.	....	0 47
Polished and Tinned, 16 oz. and heavier, lb.	....	0 52
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton

CORD (SASH)

No. 6, lb.	$1 04
No. 7, lb.	1 03
Nos. 8, 9, 10, 12	1 02

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 8[illegible]
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.00

F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

THIRTY-FIVE
Years' Reputation

Is back of every pound of

Harris Heavy Pressure
BABBITT METAL

And the same applies to all the goods we make

WE ARE THE LARGEST MANUFACTURERS of White Metal Alloys IN THE DOMINION and can give you close prices on

Babbitt **Solder**
Lead Pipe **Sheet Lead**

And All Ingot Metals

LET US KNOW YOUR REQUIREMENTS

The CANADA METAL CO., Limited

HAMILTON
MONTREAL
TORONTO
WINNIPEG
VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

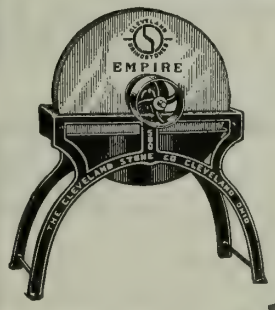
Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Cleveland Grindstones



Sharpest Cutting
and
Longest Wearing
Grit

THE CLEVELAND STONE CO.
UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.49
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	45%
Blacksmiths', ½-in. shank	35%
Straight Shank	35%
Straight Shank, wire	35%
Taper Shank	35%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 60	0 75
B	0 27	0 37
C	0 18	0 27

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.

Standard couplings, 4-in. and under, 30%.

4½-in. and larger, 10%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each $10 80
Three heat, round, round 12 80
Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick .. $3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼".	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $2.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt. .. $17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under ... 22 50
Napping, up to 2 lbs. 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%. Terms, all goods f.o.b. factories, 2% 30 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft. .$20 00
Corrugated, ⅝ in., 100 ft. . 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in., 100 ft. . 28 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Princess Electric, each. $4 00	4 10
Canadian Beauty Electric Irons— Style A	$4 71
Style B	5 08
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 18 25
Heath's 13 25

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 35
Crescent	0 30
Household	0 26
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 6 ft. only	0 27
Gardner, No. 1	0 24
Do., No. 2, bolted	0 27
Dominion, No. 3	0 28
Do., No. 4, bolted	0 31

Single and Fruit Picking

10 ft. to 16 ft. .... 24c ft.
18 ft. to 20 ft. .... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders		Per ft.
20 to 32 ft.	$ 0 26	$0 27
36 to 40 ft.	0 28	0 30
44 ft.	0 30	0 33
Over 44 ft.	0 42	0 40
Special quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

	Dozen
Cold blast, short	$1 15
Cold blast	1 00- 1 15

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.

Cold blast, genuine ruby $4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	15 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 30%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in. $2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS

	Doz. Net
Liquid Veneer	$14 00
O-Cedar, less handle	12 60
Do., with handle	14 70
S.W. Mops, complete . 5 25-	5 40
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10 ...... 2 50-	3 35
Crank wringing	8 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, $5.45 base; Hamilton, Milton, $5.70 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound .... base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed. .....

Sault Ste. Marie, Port Arthur, Fort William, $5.55 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—$6.35 base, f.o.b. Montreal. No equalization of freights.

London, $6.75 base; Toronto, $6.75

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.

There's Profit for You in Enamels

Provided you sell the kind of enamels that repeat—the kind that bring customers back for more without any effort on your part. Sell GLIDDEN ENAMELS and you can be sure of serving that kind of satisfaction, too.

There are two kinds of Glidden Enamels—superior White and Velvet White. Superior White is a very durable, glossy enamel and for all ordinary purposes, it is the most practical enamel that can be used. For decorative work of the finer sort, Glidden Velvet White should be used. Velvet dries to a dull velvety finish absolutely without rubbing. In four coats, it does the work of seven ordinary coats.

The name Glidden on a can of Enamel is assurance of satisfaction. Send for our proposition to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

***Branches* at Montreal and Winnipeg**

NAILS (HORSE)

C Brand

Size	Per 100 lbs.
Capewell—	
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	$4 85
36-inch, per roll	6 25
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	21 50
U.S. Navy (unspun)	.....
Plumbers (spun)	12 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 35
	Gallon
Black oil (summer)	0 18½
Black oil (winter)	0 19
Imperial Kerosene tractor	0 75
Capital cylinder	0 82
Machine oil, regular grades	0 43½
Standard gas engine oil...	0 48
Paraffine	0 27

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list..	1 25
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 13
Fuel oil, tank cars, net ...	0 11

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$4 60
3 Hoop	4 85
Stable	7 65

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1...	1 40	
Tarred Fibre, Anchor, No. 2...	0 97	
Empress Sheathing	....	
Rosin Sized Sheeting, red	....	
Do., blue	1 10	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (dry fibre)	0 87	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt.	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 65
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$6 00	$8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	...
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

StaSndard Lapweld

Per 100 feet	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	12 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets..	8 90	....
Do., 60 sheets	9 00	....

PLATES, COKE, TIN

Per box	Tor.	Mont.
IC, 20x28 112 sheets.	....	23 50
IX, 20x28 112 sheets.	....	27 00
IXX, 20x28 112 sheets.	....	29 00
IXXX, 20x28 56 sheets.	....	16 50

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	9 60
64-oz.	....
128-oz.	....

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 80	$3 15
No. 2	3 10	3 50
No. 3	3 45	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

Per square	Toronto
Samson, 1-ply roll	2 55
Samson, 2-ply, roll	3 00
Samson, 3-ply, roll	3 55
R. S. Special, 1-ply	2 25
R. S. Special, 2-ply	2 50
R. S. Special, 3-ply	2 75
Everlastic, 1-ply	$2 25
Everlastic, 2-ply	2 50
Everlastic, 3-ply	2 90
Panamoid, 1-ply	2 15
Panamoid, 2-ply	2 50
Panamoid, 3-ply	2 90
Red Star Ready Roofing, 2-ply	2 00
Do., 3-ply	2 35
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal. ...	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

	lb.
Pure Manila basis	33
Beaver Manila basis	26
New Zealand hemp basis ...	26
Sisal basis	22½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis ..	47
Hemp, tarred ratline basis..	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	43
Italian rope basis.	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)— 651B (68), $2.20 dozen; 761 (61). $2.90; 851 (51), $3.65; 771 (84). $7.00; 781 (62), $8.75; 861A (58½). $8.80; 852 (73), $5.50; 762B (7). $6.50; 386 (32), $7.60; 3851 (66½). $6.65; 465 (69), $1.95; 171 (36). $5.00.

F.o.b. Montreal, Toronto, London.

SATINETTE

	Doz. Net
4-oz.	$2 00
12-oz.	4 00
32-oz.	8 00
1 gallon, each	2 25

TAPES, MEASURING (LUFKIN)—

	Each
268, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
716, 50 ft., Ass Skin	6 60
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

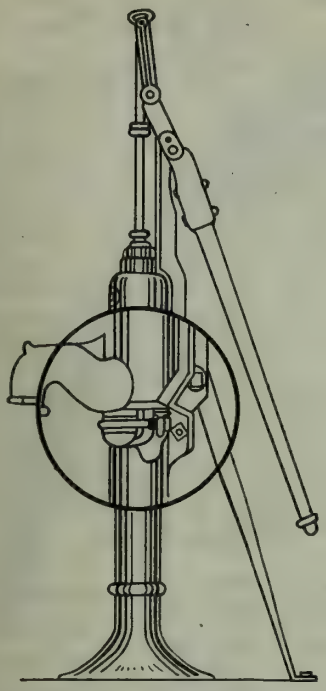
Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household..	....	0 10
25-lb. Household..	....	0 30

Champion, 5%; standard scales, discount, net list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	30



Showing Clip on Stand of Pump

GOOD PUMP MAN

This is Mr. Wm. Potts, one of our numerous Hardware Salesman. He sells a great many pumps.

This is our branch at Edmonton, one of our eight branches...These branches get 90% of the well pump business handled by the retail trade of Canada. Numerous branches enable us to give prompter service—ship more quickly and answer inquiries more promptly.

Why Dealers Prefer BT Well Pumps

There are many reasons. We will speak of only one.

A patented clip is used to make connection between the stand of the pump and the spout head. Other pump makers have returned to the solid standard because of their inability to contrive something which would unite stand and spout solidly enough. Handle bearers form the only connection between the stand and head and these break off. So, we invented the patented clip.

When you install a BT Pump, the cylinder and train of pipe is put in first. Then slip the standard over the pipe and finally screw the spout head on to the pipe. When the old solid standards are used, the whole standard has to be hoisted up and screwed on to pipe—a difficult operation.

To take a BT Pump apart, release clamp and the thread stands exposed. On the other hand, in the old-fashioned standards, the thread is sure to break off and is difficult to remove.

If you would like further information about BT Pumps, write nearest branch.

This is Clip

This is a patented improvement on BT Pumps, enabling the merchant dealer or his customer to install a pump in a well with minimum amount of work. Read further particulars in this ad.

Winnipeg, Man.
Edmonton, Alta.
Vancouver, B.C.
Fergus, Ont.

Beatty Bros. Limited

Bulletin

London, Ont.
Montreal, Que.
St. John, N.B.
London, Eng., 16 Holborn Viaduct

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $16 75
Golden Clipper 16 75
Little Giant 17 75
Bush 16 25
F.O.B. London, Toronto, Montreal

SNATHS Doz.
00 Patent $13 75
1 .... 13 20
2 .... 12 65
3 .... 11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz...	$10 00	10 60	10 45	10 75
U.S. 28 ..	9 60	10 20	9 75	10 35
U.S. 26 ..	9 30	9 90	9 40	10 05
22 and 24.	9 15	9 75	9 20	9 90
18 and 20.	9 00	9 60	9 00	9 75
16	8 85	9 45	8 80	9 60
12 and 14.	8 20	8 70	8 55	9 45

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 gauge	$11 50	$10 25
26 gauge	11 25	10 00
24 gauge	10 65	9 95
22 gauge	10 30	9 55
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.b. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SWEEPERS, CARPET Bissell's Doz.
American Queen, nickeled fittings, Cyco ball bearing $51 00
Club, jap. Cyco bearing 108 00
Champion, nickeled fittings .. 43 00
Champion, japanned fittings. 36 00
Grand, nick., Cyco B.B. 64 00
Grand, jap., Cyco B.B. 57 00
Grand Rapids, nick., Cyco B.B. 48 00
Grand Rapids, jap., Cyco B.B. 41 00
Parlor Queen, nick., Cyco, B.B. 54 00
Princess, nick., Cyco B.B... 49 00
Standard, nickeled fittings.. 44 00
Standard, jap. fittings 37 00

SIDING, METAL
Standard, galvanzed $8 50
Standard, painted 6 50
Discount 7½%.

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Kegs $6 85
25-lb. boxes 7 35

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner.. $22 00
Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
Freight allowed on shipments of 12 stoves.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. — List
No. 525, each $7 50
No. 530, each 8 50
No. 630, each 11 50
Discount 30% off list.
Freight allowed on shipments of 24 heaters.

STRETCHERS, CURTAIN—
Star, No. 1, doz. 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50
Universal, nick., Cyco bearing 46 00
Universal, jap., Cyco bearing 39 00

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWEEPERS (ELECTRIC)
Steel frame $36 40
Aluminum frame 43 90
Attachments, set 8 25
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919 .... Net list
List of Capped Goods adopted Jan. 1, 1916 .... 70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List: Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round: Size in girth. Per 100 ft.
8 in. ...... $6 90 16 in. $12 50
10 in. ...... 7 70 18 in. 16 00
12 in. ...... 9 10 add 5% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $24 00
No. 1, per dozen 21 00
No. 2, per dozen 19 00
No. 3, per dozen 16 00
F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb..... $0 94½-0 95
Cones, 3-ply, lb. 0 91
Do., 4-ply, lb. 0 95

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2 .... 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks. Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard .. Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate .... list plus 5%
Jenkins Globe .... list plus 5%
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves .... net list
Gate Valves .... 5 and 2½%
Regrinding Valves .... add 5%
Swing Check Valves ...... add 7½%

WARES ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%.
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00. 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz...... $63 00
Garden Steel, doz. 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 50
Bright base 5 50
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized

WRENCHES, STILLSON
6 in., doz. $12 00
8 in., doz. 13 50
10 in., doz. 15 00
14 in., doz. 21 00
18 in., doz. 30 00
24 in., doz. 48 50
36 in., doz. 81 00

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 30 per cent.

Terms—30 days, less 2 per cent. Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 249

Why does the Canadian farmer use such a large quantity of

Galvanized Metal Shingles

Exceeding every other country in that respect?

He knows that Hot Galvanized Metal Shingles will last as long as the building—that they render him immune to lightning and fire damage from without—that they have no equal for lightness and strength.

In addition Canadian Manufacturers have developed special Metal Shingles for this trade—better made and better designed. Among such manufacturers you will find:—

Metal Shingle & Siding Co., Ltd., Preston, Montreal, Winnipeg, Calgary.
Galt Art Metal Co., Ltd. - - - - - - Galt
Metallic Roofing Co., Ltd. - Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Montreal, Ottawa, Toronto, Winnipeg.

We are glad to hand them this "Bouquet!"

Tinker Tom

Look for Talk No. 250 next week.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE Montreal Toronto
Per lb. 11 12

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 08-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... 08-09½
Do., pure 15-17
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure 19-35
Chrome yellow 26-41
Brunswick green, 100-lb. kg. 10-14½
Indian red, 100-lb. keg... 15-20
Indian red, No. 1, 100-lb. kg. 06-17
Lamp black 25-27
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 03½-05½
Drop black, pure dry.... 09½-15
Golden ochre, 10-lb. kegs. 08-12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels 04-04½
Yellow ochre, barrels... 03½-05½
French ochre, barrels..... 08-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls. 02½-04½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 25
Indian red 0 36
Chrome yellow, pure..... 0 55
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 34
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 60
Prussian blue 1 20
Chinese blue 1 20
Drop black 0 39
Ivory black 0 40
Signwriters' black, pure... 0 41
Lampblack 0 41
Marine black, 5-lb. irons.. 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Dougall white enamel $8 00
Duralite 7 50
B-H "White" Enamel 8 00
C,P, Co. Albagloss 6 30
Mooramel 7 00
Sunshine, white 5 75
Jasperlac 4 15
Invincible 6 90

GLUE Per lb.
English sheet 0 35-0 40
English prima ....
White pigsfoot 0 50
Cake bone, 112-lb. bags.... 30-35
Hide, 112-lb. bags 35-45
Ground glues, 112-lb. bags—
English, per lb. 30-32
Canadian, per lb. 22-24
Brantford— per case
No. 7, 50 pcks, 1 lb..... $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00
Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 20
81 to 85	....	45 45
86 to 90	....	43 85
91 to 94	....	49 80
95 to 100	....	53 55
101 to 105	....	55 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE Sq. ft.
See list.
Ramsay's Pure, colors 5 15
Above prices are net, f.o.b. Montreal
Freight charges and casing extra.
Discount, 15%.
Varn Off 3 60

Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS
Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$18 00	$18 35
Crown Diamond, pure	18 00	18 35
Green Seal	18 00	18 35
Ramsay's Pure	18 00	18 35
Moore's Pure	18 00	18 35
Tiger, Pure	18 00	18 35
O.P.W. Dec. Pure	18 00	18 60
Red Seal	18 00	18 35
O.P.W. English	18 00	18 35
Elephant Genuine	18 50	18 85

B.B. Genuine Lead, less than tons, $21.00, Toronto; $20.65, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	....	$14 50
Genuine, 100-pound kegs, per cwt.	....	15 50
Less quantity	....	17 00
Genuine Eng. casks	....	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL
For prices see weekly report.

LITHARGE
Tons or over (cwt.).....$14 00
Smaller lots (cwt.)..... 15 00

LIUIQD, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

MURESCO
Tints, 5-lb. packages, per 100 lbs., $9.60; white, 5-lb. packages, $8.40.
F.o.b. Toronto.

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Egyption Paint, white	4 50
Do., colors	4 35
Moore's Floor Paint	4 25
Moore's Sani-Flat	4 25
Moore's Porch and Desk Paint	5 40
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett's Everjet Products—

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 80
½ bbls., gal.	0 80	....
5s and 10s, gal.	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55
Everjet Quick-drying Metal—	Mont.	
Paint, bbls., gal.	0 80	
½ bbls., gal.	0 85	
5s and 10s gal.	0 95	
Case (12 1's)	11 70	
Everjet Black Enamel—		
Crates of 2 doz., 8-oz., doz.	1 50	
Crates of 6 doz., 8-oz., doz.	1 40	
Crates of 12 doz., 8-oz., doz.	1 35	
Crates of 2 doz., 16-oz., doz.	2 50	
Crates of 6 doz., 16-oz., doz.	2 35	
1-gal. cans, gallon	1 75	
5 and 10 gal. cans, gal.	1 50	
Barrels and ½ bbls., gal.	1 10	
Carbosota Liquid—		
Barrels	0 56	
Half barrels	0 60	
5s and 10s, gal.	0 70	
1s (case 12 gallons) case	9 60	
Shingle Varnish	8 75	

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs..... 0 50
In kegs, about 250 lbs..... 0 50½
In 50 lb. and 100 lb. drums. 0 51
In 25 lb. drums 0 52
In 1 lb. packets, 100 lbs. in case 0 54
In ½ lb packets, 100 lbs. in case 0 56
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PITCH
Cwt. 1 20

PUTTY
See Weekly Report.
Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $11 50
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40
Shellac gum—	Per pound	
TN	....	....
Finest orange	....	....
Bone dry white	....	....

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 60
B.H. Vanisher 3 60
Cumoff 3 60
Dougall Lingerwett 3 60
Takeoff 3 60
O.P.W. Presto 3 00
Solvo 3 00
F.o.b. Montreal, Toronto.

VARNISHES Per gal. can
Stove pipe, ½ pts.— Per doz
B.H. $1 50
O.P.W. 1 50
Anchor 1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.
B.-H. Floor 4 80
B.-H. Maritime Spar 6 00
B.-H. Hard Oil 3 24
B.H. Gold Medal 4 02
Elastilite 4 50
Granitine Floor Finish 4 50
Hydrox Spar 4 65
C.P.C. Sun Varnish 4 30
C.P.C. Sun Aero Spar..... 4 50
C.P.C. Sun Waterproof Floor. 4 40
Jasperite Interior and Exterior 3 75
Jasperite Pale Hard Oil 2 75
Jasperite Indestructo Floor Varnish 3 75
Jamieson's Copaline 3 75
M-S Marble-Ite Floor 4 42
M-S Wood-Var 4 42
M-S Durable Spar 5 50
M-S Finest Interior 4 84
Elastic Interior 3 14
Mar-not 4 40
Quick Action House 2 65
Rexspar 5 64
Scar-Not 4 84
Kyanize Spar 4 84
Kyanize Cabinet Rubbing .. 3 84
Kyanize Interior 3 84
Luxeberry light 4 72
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 45
Ramsay's 7-20 ..... 2 75
Ramsay's Agate Floor 3 90
Ramsay's 400 Hard Oil ...3 12½
Crown Diamond Floor 4 25
Dougall Univarnish, clear..... 5 40
Dougall Transparent, spar.... 6 00
Dougall Transparent, floor.... 5 20
F.o.b. Montreal, Toronto.

WATER PAINTS
Opalite, 300 lb. bbls. 0 13
Opalite, 100 lb. kegs..... 0 14½
1 gal. packages, per pkg... 0 [illegible]
½ gal. package, per pkg.... 0 40
Coralite, 5-lb. pkgs., white. 9 50
Coralite, 5-lb. pkgs., colors. 9 50
B.H. Frescota, 5-lb. pkgs., white 7 80
B.H. Frescota, 5-lb. pkgs., colors 8 40
Perfecto Wall finish, white, 5-lb. pkge., lb. 0 07½
Tints, 5-lb. pkge., lb. 0 06
F.o.b. Montreal, Toronto.

WASTE
Cream, Polishing $0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

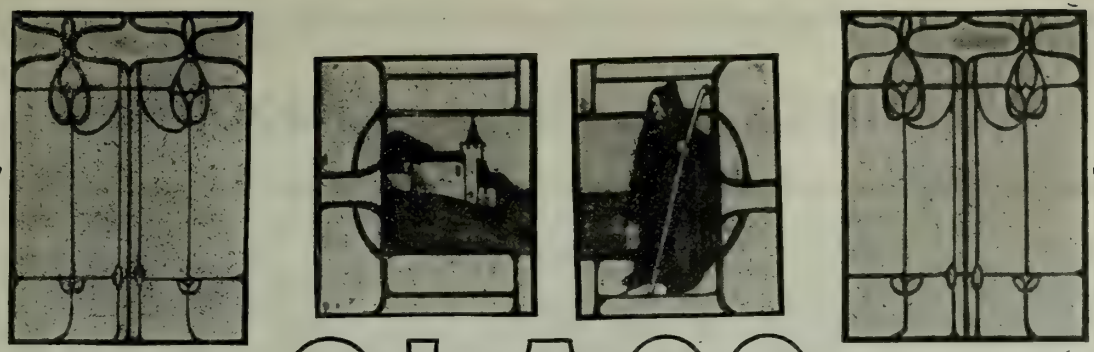
No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 1	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 12¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX Per lb
B.H. Wax 0 50
Berry Bros. 0 70
Imperial Floor Wax ..... 0 [illegible]
Anchor ..... 0 [illegible]
O.P.W. Lion Brand 0 50
Old English 0 70
Johnson's 0 70
Jamieson's liquid wax, gal. ... 2 [illegible]
Gold Medal ..... 0 [illegible]
Ramsay's ..... 0 [illegible]
Sherwin-Williams 0 54
Crown Diamond ..... 0 [illegible]
F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 75
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.....$3 00

WOOD ALCOHOL Per gal.
In five gallons 2 70
F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

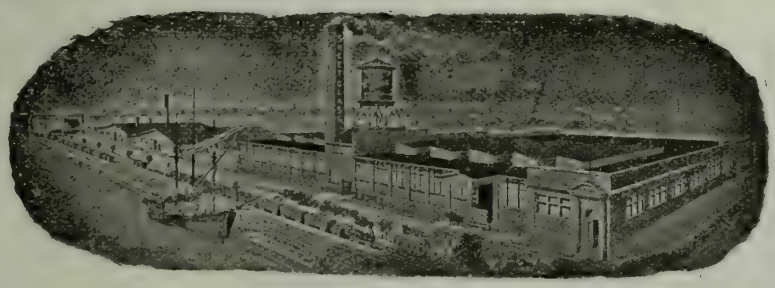
WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR HOUSES, AND MAKE PROMPT SHIPMENTS
WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE, MI S, FIGURED, WIRED, LEADED AND WIN DOW GLASS.
CATALOGUES AND PRICE LISTS FREE ON APPLICATION. WRI , PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TOKONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B.B. Cape, $3.50; C.B. Cape, $4.40; 22 Short Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless,$7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.11; C.B. Caps, $5.17; 22 Short Black, $5.87; 22 Long Black, $7.05; 22 Long Rifle Black, $8.25; 22 Short Smokeless, $6.30; 22 Long Smokeless, $8.80; 22 Long Rifle Smoke, $10.30 per M. net. Centre Fire Pistol, 41½%; Centre Fire Sporting, 41¼%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
[illegible]	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin 10%
Gilmour 45%

AXES

Single Bit	$15 50	$16 00
Double Bit		21 50
Broad Axes		65 00

BAR IRON

Bar Iron—Round and Square, ⅜" to 2", $5.25 base, over 2" and including 3", $6 base. Round over 3" to 6", $6.25 base. Round and square, 3-16, ¼ and 5-16", $6.25 base. Swedish iron, $8.00; sleigh shoe steel, $5.50; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.
Agricultural or No. 1 leather belting, 10-10-10% off list.
Standard, 10-10% off list. Extra 10%.
The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 80
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8.00; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares

FILES

Globe ....Discount 50%
Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50-in.	27 85	28 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.
Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.
Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$11 75
28 Am. or 26 Eng.	11 35
26 Am. or 26 Eng.	11 05
24	10 90
22	10 90
18 and 20	10 75
16	10 65

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $15.21.

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz
O-Cedar, less handles, No. 1	$12 60
O-Cedar, less handles, No. 3	12 60
Self-wringing	5 75
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire f.o.b. Fort William, $5.75 base; Winnipeg, $6.25 base. Cut f.o.b. Winnipeg, $7.90 base.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	6 75

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; **Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c;** Buffalo "A" gas engine oil, 55c; **Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil,** 45c; Royalite oil, 23c; Standard **gas engine oil, 45½c; Prairie Harvester oil, 53c.**

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stevens' barn	2 35
Stevens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 10	1 20
Cyclone	1 10	1 20
Navy	1 25	1 45
Triumph	1 35	1 50

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 36	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 90

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $10.25 18 x 24, ordinary, $10.25; 20 x 28 ordinary, $10.50.

Stephens'

REGISTERED TRADE MARK

Spring Painting

Never had a rosier prospect to the trade than this year; but it will be necessary to buy early, for reports from all sources indicate a great demand.

There is the building increase and the many plans resumed after interruption by the war. Let us show you what an agency will do for you, if you are not an agent now.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

	Doz.
O-Cedar—	
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 55c lb.; No. 8, 56c; No. 10, 60c; No. 12,65c.

Five-lb. assorted boxes, No. 8, 62c; No. 10, 67c lb.

Copper burrs, No. 8, 56c; No. 10, 60c; No. 12, 65c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 20	$2 65	$3 10
Winner	2 30	2 80	3 30
Comfort	2 45	3 00	3 60
Induroid	2 80	3 60	4 20

ROPE

Sisal, 26¾c base; pure Manila, 36¼c base; British Manila, 30¾c base; lath yarn, 24¾c base; African hemp, 30¾c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

	Quire	Ream
Star—		
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2 ½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 35%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10-gauge	$8 00
12-gauge	8 05
14-gauge	8 10
16-gauge	8 20
18-20-gauge	8 80
22-24-gauge	8 85
26-gauge	8 90
28-gauge	9 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 20
Household, japanned	.....
Superba, nickeled	.....

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 45 to 46c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.00 flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $5.75 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.00 base; other sizes, $5.75 base. Band steel, $5.75 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 30	$....	$....
No. 1	2 65	4 75	3 60
No. 1½	3 95	7 15	5 35
No. 2	5 60	10 00	8 75
No. 3	8 65	13 35	12 00

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.90; No. 12, $7.10; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls. $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $7.25 Winnipeg, $6.75 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.50; No. 10, $6.56; No. 12, $6.70; No. 14, $6.90; No. 15, $7.05; No. 16, $7.20 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6-inch	$1 10
8-inch	1 13
10-inch	1 75
14-inch	2 13
18-inch	2 75
24-inch	4 00
36-inch	7 43
Trimo—	
10 inch	$1 56
14 inch	2 19
18 inch	3 13
24 inch	4 53

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal **Toronto** **Winnipeg**

WOOD, VALLANCE LIMITED

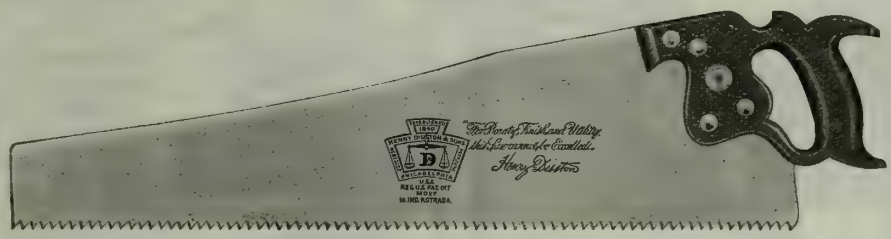
"The Name is a Guarantee of Merit"

Goods of Recognized Quality
Do not be Misled by the "Just As Good" Slogan

In spite of the High Cost of Building Materials, authorities state there will be a "BUILDING BOOM" this year.

We are Distributors of

DISSTON'S SAWS



Keep a complete stock of these Tools and Enjoy the full confidence of your Customers.

Nationally Advertised

Minimum effort on the Dealer's part Produces Maximum Sales.

Satisfied Customers and Bigger Projects for you.

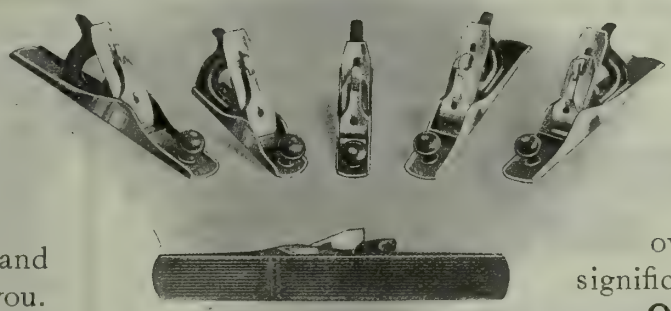
Meet the Demands of the Carpenter and Builder.

They will ask for Disston's Saws, Stanley Planes & Yankee Tools.

We will upon request furnish very effective Sales helps.

A Dealer cannot overestimate the significance of **Recognized Quality Goods.**

STANLEY PLANES



YANKEE TOOLS

SERVICE

SATISFACTION

Send us your Mail Orders
To Delay a Necessary Purchase is to Lose Money.

WOOD, VALLANCE LIMITED

WOOD, ALEXANDER & JAMES
Hamilton & Toronto

WOOD, VALLANCE & ADAMS, Ltd.
Calgary, Alberta

Wholesale Hardware
Sporting Goods
Cutlery, Stoves, Automobile Supplies

WINNIPEG, Canada

WOOD, VALLANCE & LEGGAT, Ltd.
Vancouver, British Columbia

WOOD, VALLANCE HARDWARE
Co., Limited
Nelson, British Columbia

MADE IN CANADA

BUFFALO OILS

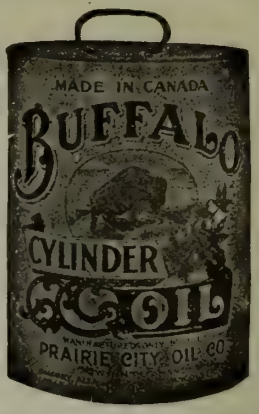
pecial Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

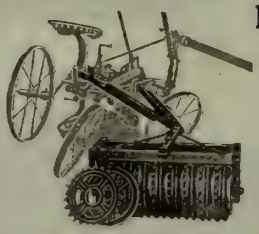
PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O
Steel - Clad Garages

Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door 28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

Plow Attached Packers and Harrows
WE MAKE THE BEST
LARGE PACKERS SOLD



LEADERS IN OUR LINES

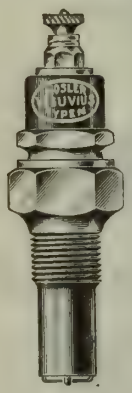
Write for Price List and Catalog

M LCHER — PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

MEHASCO



MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall - Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

ALLEN FLUX
NON-ACID—FOR SODERING

Allen Non-Acid Flux will save you hours of trouble and worry in difficult sodering jobs.

Allen Flux soders any metal to any metal (including aluminum). Quick, easy, sure, dependable.

Put up in the form of sticks, liquid, paste and salts. Samples free.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

CASE TIRE TOOL - EASY

Takes off—puts on Clincher Tires quickly
New great invention. Also Case Rim Tool takes rims off tires. Malleable. Ask any dealer, or send $4.50 to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

BILLMONT MASTER WRENCH

"The Wrench that Spins 'em off"

Sliding handle permits complete turn on nut—yet never drops out.
Always in working position—easily adjusted to nut—never slips—curved "nose" goes anywhere—saves 40% overhauling time—no skinning of knuckles—made to reach places others cannot—coarse knurling gives firm hand grip.

Takes any size socket

Pats. & Pats. Pend.

This new Billmont Master Wrench reaches practically all the hardest nuts or bolts on body or motor and is the only socket wrench on the market that will reach with ease the fourth connecting rod nut on a Ford and "spin it off," thereby saving from fifteen minutes to three hours—even unnecessary to lift motor from frame. The handiest tool of many accomplishments ever devised.

Try the Billmont on the hardest-to-get-at nut or bolt on a motor or body and you will be surprised with what ease you not only can get at 'em, but how simple becomes the task of turning off the nut or bolt. You'll not have to squirm and fuss getting into difficult places, using several special wrenches on one job—you won't need to take Billmont off the nut to get past an obstruction like you do with a straight wrench, because Billmont's handle slides back and forth to suit the occasion and yet never can slip out because a ball and spring in the cap creates enough friction to keep it in place until readjusted by operator.

Set consists of wrench, 1 adapter (so any standard size socket can be used), and 5 hexagon sockets, sizes 7/16", 1/2", 9/16", 19/32", 5/8"—List Price $10.00.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A.. Montreal, Que.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hill, B. Lane Chicago, Ill
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Towe & Towe, London, Ont.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. Turner & Co., Peterboro, Ont.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Brushes Built for Real Service

Why Not Sell Brushes that Give Real Service?

PAINT BRUSHES

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover—**anything**—and yet retain their usefulness.

There is nothing known that will cause the bristles to come out.

The composition used in Simms Brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

Our other products are also of the same high quality

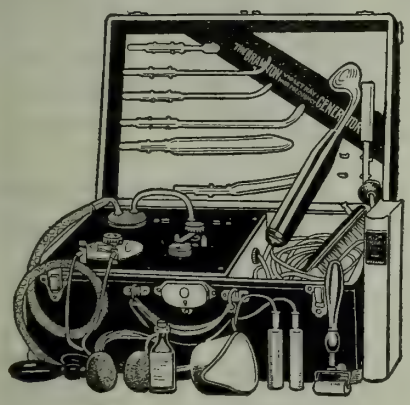
Brooms **Shoe Brushes** **Lather Brushes**
Whisk Brooms **Stove Brushes** **Scrubbing Brushes**

Order from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office: ST. JOHN, N.B. **MONTREAL** **TORONTO** **LONDON**



BRANSTON

VIOLET RAY
HIGH FREQUENCY GENERATORS

Your customers look to their electrical and hardware dealer for everything new in their respective lines. It is just as much to their interest—and your own—to offer them Branston Generators as it is to sell electric washers, cleaners, etc.

Branston Generators help to get and hold the greatest of all blessings—HEALTH.

They bring relief to many dreaded ailments and stimulate and invigorate the entire body.

They are easy to use, absolutely safe, and—with proper care—will last a lifetime.

Branston Generators put in a prominent place in your store will arouse the interest of practically every one who enters the store—and a demonstration is a sure sales starter because its benefits are so apparent the first time the machine is used.

Write for literature giving all the facts about this interesting, profitable and prestige-building line.

GREAT WEST ELECTRIC CO., LIMITED

Distributors of LACO TUNGSTEN and NITRO LAMPS

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co, Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd. Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liuid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains, Roller and Block
The Lyman Tube & Supply Co., Montreal.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffalo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co. Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Made in Canada

Registered

Floglaze

"The Finish that Endures"

FOR

MOTOR BOATS
CANOES
YACHTS
AEROPLANES

Maximum Protection

is needed by all surfaces that come in contact with water, mists, fogs or rain. Floglaze gives this protection.

Government tests have proven that an enamel finish such as produced by Floglaze affords the most efficient protection to all water craft and aeroplanes.

"Save the Surface and you save all" Paint & Varnish

Waterproof Protection

For years Floglaze has been used by yachtsmen and motor boat owners for the protection of hulls, decks and floors. It is also used for canoes row-boats and on the decks of steamers.

Floglaze is absolutely waterproof and stands the hardest wear.

Finish and Renew Any Marine Surface With

"The finish that endures" Floglaze *For Marine use.*

Any water craft can be completely finished with Floglaze from hull to spars. Its waterproof qualities have been tested time and again. A coat or two for renewal each year builds up a protection that keeps a boat in good appearance and prolongs its use. Floglaze dries hard over night with a bright, glossy finish.

Complete Floglaze Color Card sent on request. Let us tell you about Floglaze for other purposes.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Our booklet "How to Finish and Refinish with Floglaze" will be sent on request made through your dealer or direct to us.

Spring is in the air, with it will come the demand of boat owners for waterproof, durable finishes. Floglaze has been satisfying boat men for years with its durable, water-resisting qualities. Hundreds of thousands of Floglaze ads will be distributed through the country in the daily press and magazines telling boat people and others of Floglaze service. This service will build a tidy paint business for those who get in on our Complete Floglaze Proposition early.

Let us tell you more about it and send you prices.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton.

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bowden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Belts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H. Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.
Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
The Northern Electric Co., Ltd., Montreal, Que.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Startford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christianson Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont

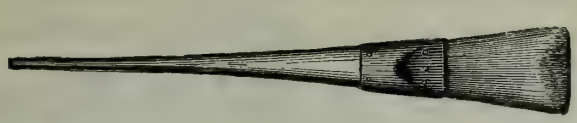
Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

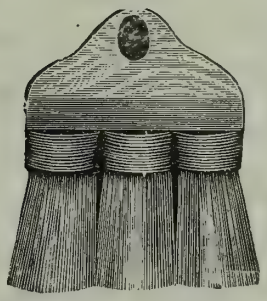
Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

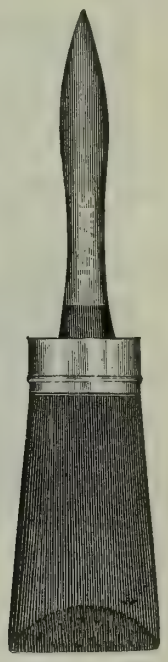
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

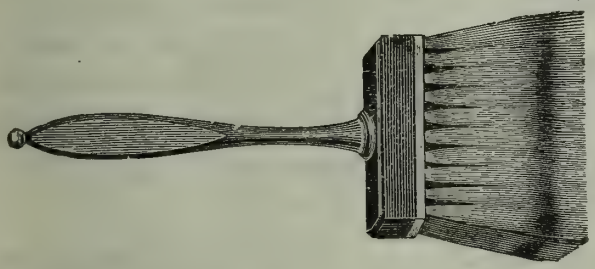
Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton Ont.

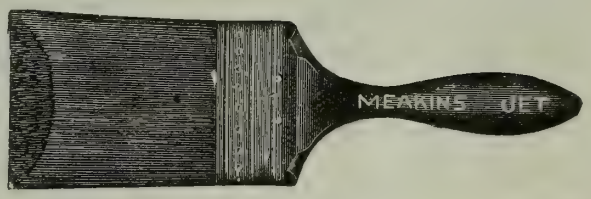


MEAKINS BRUSHES









Make Steady Sales

Because the consumer has learned to associate Meakins Brushes with satisfaction. He knows that the bristles will **stay in.** (Every Meakins Brush is Rubberset). He will have no good work spoiled with bristles adhering to the surface. Altogether they give perfect satisfaction to the customer, good profit to the dealer and assure repeat orders.

Write for complete catalog.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd, Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Grain
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Barrett

Roofings, Industrial Paints, Cements and Specialties

Dealers all over the Dominion are finding a ready and rapidly growing demand for Barrett Specialties. This demand will be greatly increased this year by our extensive advertising in the leading farm publications and in many other periodicals reaching both the large and small consumers.

Our long and successful experience in manufacturing and merchandising insures the high quality of these Specialties and their unfailing satisfaction to users.

If you, Mr. Dealer, are not handling *all* of these products, you are missing an opportunity to increase your sales and your profits.

Everjet Elastic Carbon Paint

A black carbon paint for industrial purposes. Probably no other paint on the Canadian market has ever enjoyed the same popularity and fills so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: Barrels (about 40 gallons), ½-Barrels (about 20 gallons), 5 and 10 Gallon Cans, 1-Gallon Cans, Lithographed (cases of one doz.)

Everlastic Liquid Roofing Cement

During 1920, we predict an unprecedented demand on dealers for *Roof Repair Materials* due to the extreme scarcity and consequent high cost of Roofing Felts and "Rubber" Roofings.

Everlastic Liquid Roofing Cement is unequalled for resurfacing and renewing the life of all kinds of old or wornout Prepared or "Rubber" Roofing.

It is sold in all sized packages from 1-Pint Cans (as in rolls of our Everlastic Roofing) to Barrels of Forty Gallons.

Barrett *Creonoid* [*Fly Oil*] *Lice Destroyer and Cow Spray*

A wonderfully effective destroyer of flies, lice, mites and vermin of all kinds that are the bane of the poultryman, the stockraiser and the farmer.

Creonoid is manufactured from a Carbolic Oil, the source of so many of the wonderful modern remedies. It is thoroughly antiseptic.

Spray the larger animals, and paint or spray all perches, stalls, floors, walls, etc., in hen-houses, barns, pigpens and stables.

When the worry caused by flies or other insects is removed by Creonoid, horses are healthier, hogs fatten more quickly, cows give more milk, and hens lay more eggs.

Creonoid is put up in: 1-Gallon Cans (12 cans to the crate), 5 and 10-Gallon Cans, ½-Barrels and Barrels.

Barrett *Everlastic "Rubber" Roofing*

This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-Ply, 2-Ply and 3-Ply weights in rolls containing 108 square feet. Nails and cement are packed with each roll.

For full details regarding any of these products, write

The *Barrett* Company
Limited

MONTREAL TORONTO WINNIPEG
VANCOUVER ST. JOHN, N.B.
HALIFAX, N.S. SYDNEY, N.S.

Barrett *Elastigum Plastic Patching Cement*

Elastigum is a tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, repairing flashings, relining gutters, stuffing cornices, etc., etc. It is easy to apply and sticks tenaciously to either a wet or dry surface. It is known as the "plastic cement of a thousand uses."

No heating or mixing necessary. Elastigum comes to you all ready for use, in the following sized packages: 1-lb. Tins (cases of 24 cans), 5-lb. Packages (12 to the case), 25-lb. Packages, 100-lb. Packages, ½ Barrels of about 300 lbs., and Barrels of about 600 lbs.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. & S. Tire & Rubber Co., Ltd., Toronto, Ont
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago

Jack Planes
Stanley Rule & Level Co., New Britain, Conn

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Sattinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield Eng
Jonathan Crookes & Son, Ltd. Sheffield Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain Conn
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn
Otterville Mfg. Co., Ltd., Otterville, Ont

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

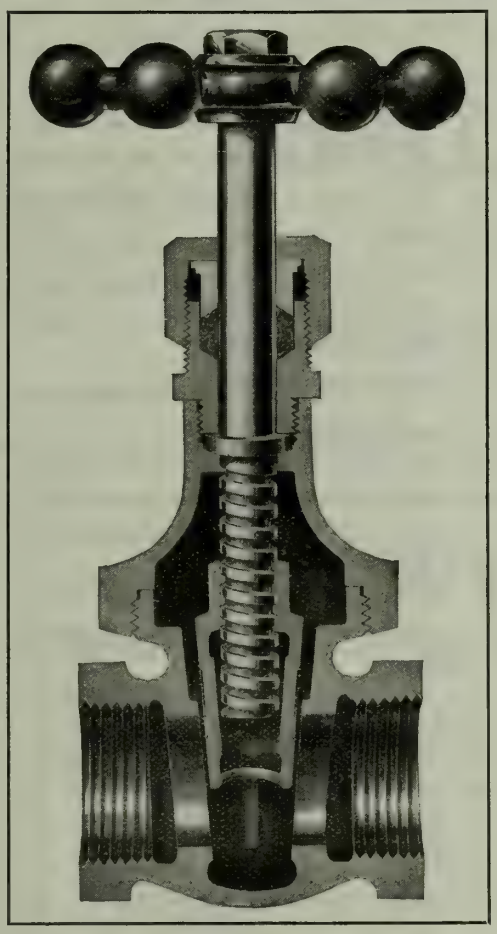
Lamps, Tungsten
Canadian Laco-Philips Co., Toronto.
North American Hardware Co., Ltd., Montreal

TRADE

PENBERTHY

MARK.

BRASS GATE VALVES



Do You Sell Gate Valves?

The Penberthy Gate has the "outside bonnet construction" (same as our compodisk and regrinding lines), and is made with solid wedge disc, the latter being preferred by leading engineers to the loose or 2-piece type of disc. It is registered and approved by Public Works Dept., Ontario, for 150 lbs. steam pressure. It is well designed and carefully assembled and finished.

THE GATE THAT'S UP-TO-DATE AND THE PRICE IS RIGHT

Order Penberthy Brass Gates Next Time

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

THE BUYERS' GUIDE

Lamps, Nitrogen
North American Hardware Co., Ltd., Montreal, Q.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
The Lyman Tube & Supply Co., Montreal.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Pib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal
North American Hardware Co., Ltd., Montreal.
Val-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mitsl, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

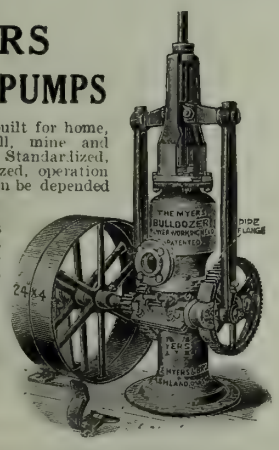
Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WHY

Do You Import Bar Iron?

Our goods have a reputation in the Canadian market, thoroughly established for the last eighteen years.
And compare in quality with most imported brands, yet are considerably lower in price and close to hand.

You can get quicker delivery from us.

Copy of tests made by Strength of Materials Laboratory (University of Toronto), March 27th, 1918, prove our claims as to quality.

	9-16 Sq.	⅞ Rd.	1 Sq.	1⅜x½
Elastic Limit, per sq. in..	39.000	33.300	33.000	35.300
Ultimate Strength	54.600	54.300	52.000	50.000
Elongation in 8 in.	25%	27%	29%	26%
Reduction	47%	49%	50%	50%

All wholesale hardware men can supply **London Bar Iron**

Manufactured in Canada by

London Rolling Mills Co.

Limited

LONDON, CANADA

Order NOW or Drop us a line for full particulars and prices

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

ackings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Boyd Ring Sales Co., Winnipeg, Man

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jos. Oakey & Sons, London, Eng.

Poles, Electric Light
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
Pedlar People Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Seed Time and Harvest

THESE are the days of the Progressive Farmer. He plans ahead never doubting that Nature will provide the seasons. He does not withhold planting potatoes fearing Mr. Potato Bug will get them. He anticipates Mr. Dealer that you will have on hand when emergency arises, a stock of

MUNRO'S PARIS GREEN

STRICTLY PURE *(Government Standard)*

Manufactured by

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Fry's (London), Limited, London, Eng.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreene Dore Co., Toronto
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Cavanhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
The Burrowes Mfg. Co., Toronto.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Snips (Tinner)
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co
Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd
Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 360 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont

CARTER'S

Merit Made Carter's Genuine Red Lead
The Painter's Favorite

The quality of Carter's Genuine Red Lead is a positive assurance of satisfaction to the painter.
Only the best grades of Canadian pig lead is used in its manufacture. The great care exercised in oxidizing and grinding produces a lead paint with unusual preservative properties.
Carter's Genuine Red Lead is easily applied and when mixed with linseed oil has a covering capacity above the ordinary.

Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge are others of our customer-pleasers.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

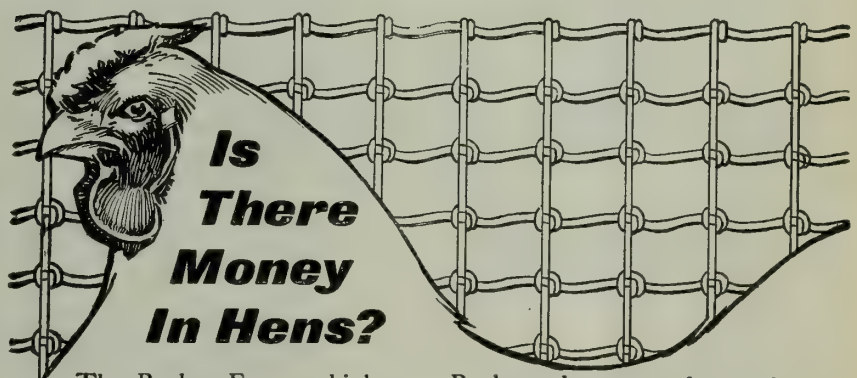
CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



Is There Money In Hens?

The Poultry Farmer thinks so—Poultry when properly cared for—properly Fenced—pays best. Poultry dollars will pay war taxes—better watch the dollars—a well fenced poultry farm is a splendid property for any Canadian, and Canadian farmers buying the best—building for business

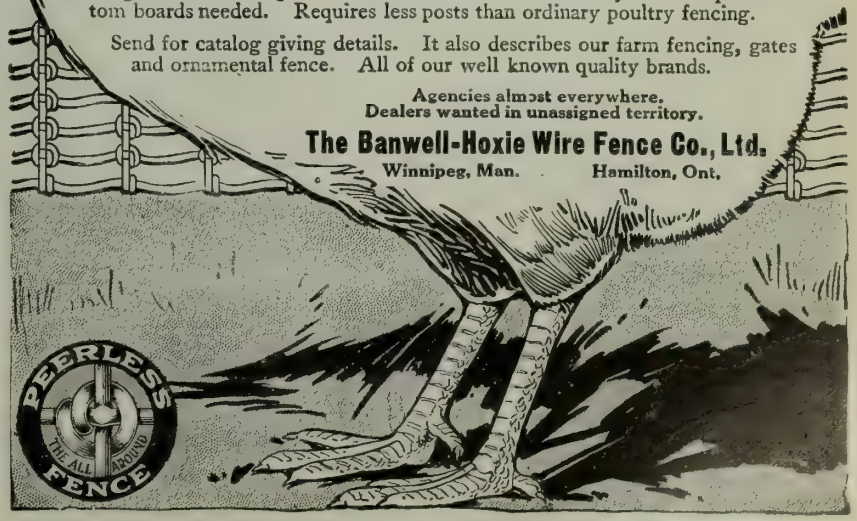
Peerless Perfection Poultry Fence

is true to its name, a perfect fence strong enough to keep strong animals out and close enough to keep even small poultry in. Every Peerless fence is guaranteed against sag, rust or break and we stand back of your dealer unconditionally. It is made of Open Hearth steel wire with all impurities burned out and all the strength left in. Well galvanized. Top and bottom wires are extra heavy. No top or bottom boards needed. Requires less posts than ordinary poultry fencing.

Send for catalog giving details. It also describes our farm fencing, gates and ornamental fence. All of our well known quality brands.

Agencies almost everywhere.
Dealers wanted in unassigned territory.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man. Hamilton, Ont.



THE BUYERS' GUIDE

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry So., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co. Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg Co., Otterville, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Stucco Board
Bishop ic Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Cavehill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., L
Toronto, Ont.
North American Hardware Co., Ltd., Montrea
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont
The Northland Ski Mfg. Co., St. Paul, Minn

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

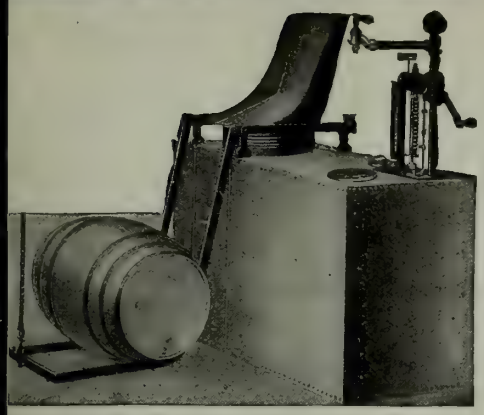
Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

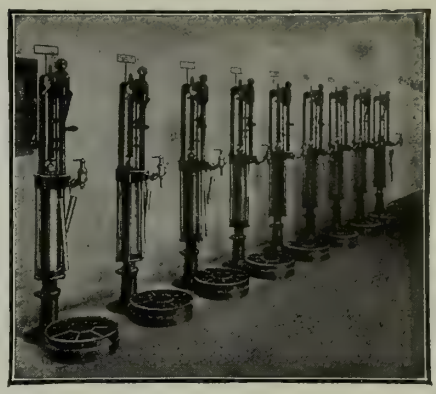
Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement wh ere ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

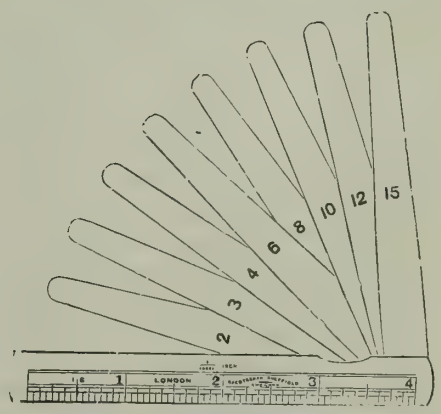
S. F. BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, ONTARIO, CAN.
Sales Offices In All Centers **Representatives Everywhere**

PARIS
5 Rue Denis-Poisson

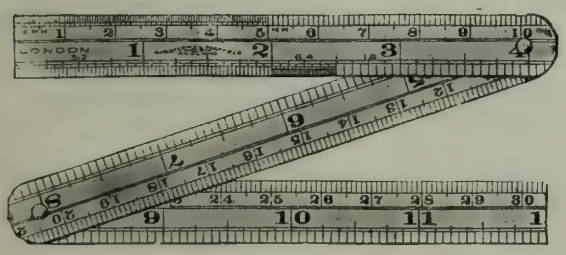
SYDNEY
6 Castlereagh Street

CHESTERMAN'S

Measuring Tapes, Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools



Steel Feeler Gauge



Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.

MANUFACTURED BY

JAMES CHESTERMAN & CO., Ltd.

SHEFFIELD - ENGLAND

Canadian Representative:

F. H. SCOTT,

404 Coristine Building
MONTREAL, CANADA

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto. Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel, Flexible and Metallic
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto. Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Window Guards
C. H. Johnson & Sons. Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Bemis & Call Hardware and Tool Co., Springfield., Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros. Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Williams & Wilson, Ltd., Montreal, Que.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Patchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, (

"The Proof Is In the Using"

Let Them Try It Out

From comparatively small orders to carload lots—this has been the experience of many progressive dealers in handling Gargoyle Mobiloils. The method is simplicity itself.

You explain to your customer the savings in fuel, oil and upkeep that are possible by using Gargoyle Mobiloils. You show him actual figures proving what these savings have been under actual operating conditions for tractors, trucks and automobiles.

He is interested, but perhaps not fully convinced. This is your chance to sell him a 4-gallon can of the grade of Gargoyle Mobiloils specified by the Chart, for his machine. Tell him to drain and refill his reservoir and test it out against the brand of oil he is then using. When he has made this test you are pretty certain to have made a permanent customer for your store. And this man's experience is sure to bring others to your store who are looking for similar results.

A rapidly increasing number of dealers have boosted their orders to carload lots by this simple method—and the customers are **permanent.**

GARGOYLE

Mobiloils

A grade for each type of motor

Thousands of hardware merchants are making real profits pushing Gargoyle Mobiloils.

Write for prices and full descriptions of the complete line of Gargoyle Mobiloils.

Correct Automobile Lubrication

In the chart below, the letter opposite the car indicates the grade of Gargoyle Mobiloils that should be used: For example, A means Gargoyle Mobiloil "A," Arc means Gargoyle Mobiloil Arctic, etc. The recommendations cover all models of both pleasure and commercial vehicles unless otherwise noted.

AUTOMOBILES	1919 Models		1918 Models		1917 Models		1916 Models		1915 Models	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Auburn (4 cyl.)							A	Arc	A	Arc.
Auburn (6 cyl.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Auburn (6-38)	..	..	..	..	A	Arc	A	Arc	..	..
" " (6-39B)(Teetor-H.			A	Arc						
Autocar (2 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Benzoe	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (8 cyl.)							A	A	..	..
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Cadillac (8 cyl.)	A	A	A	A	A	A	A	A	A	Arc.
Case	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc.
Chalmers			A	A	..	..	Arc	Arc	Arc	Arc.
" (6-40)							A	Arc	..	..
" (6-30)	A	A	..	..	A	A	A	A	..	..
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Chevrolet	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (8 cyl.)	A	A	A	A	A	A	..	..	..	..
" " (F.A.)	A	Arc	A	Arc	..	..	..	..	..	..
Cole	..	..	..	..	..	..	Arc	Arc	Arc	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	A	A
Cunningham									Arc	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	..	..
Dart	Arc	Arc	A	Arc	A	Arc	A	Arc	Arc	Arc.
" (Model C)					A	Arc	A	Arc	A	Arc.
" (2 and 3½ ton)	A	A	A	A						
Dodge Brothers	A	Arc	A	Arc	A	Arc	A	Arc	E	E
Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Federal	Arc	Arc	A	A	Arc	Arc	Arc	Arc	Arc	Arc.
" (Mod. S-X)	..	..	A	A	A	A	..	..	..	..
Federal (special)	..	..	Arc	Arc	..	..	..	..	..	..
Fiat	..	..	B	A	B	A	B	A	B	A
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Grant	A	Arc	A	Arc	A	Arc	A	Arc	Arc	Arc.
" Com'l	Arc	Arc	..	..	..	..	..	..	..	..
" (Model 12)	A	Arc	..	..	..	..	..	..	..	..
Haynes	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" (12 cyl.)	A	A	A	A	A	A	A	A	..	..
Hudson	..	..	..	..	..	..	Arc	Arc	Arc	Arc.
" Super Six	A	Arc	A	Arc	A	Arc	A	A	..	..
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King	..	..	..	..	..	..	..	A	A	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	Arc	Arc.
" Commercial	..	..	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Kissel Kar	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
" " (Model 48)	..	..	..	..	..	..	A	A	A	A
" " (12 cyl.)	..	..	A	A	A	A	..	..	..	..
Lexington	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Lippard Stewart	..	..	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (Mod. M)	..	..	..	..	A	Arc	A	Arc	..	..
" (Mod. MW)	..	..	..	..	A	Arc	..	..	..	..
Locomobile	A	E	A	E	E	E	E	E	E	E
McFarlan	..	..	A	Arc	A	Arc	A	A	A	Arc.
McLaughlin	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
McLaughlin (Mod. E63)	A	A	A	A	..	..	..	..	..	..
Madison	..	..	A	Arc	A	Arc	A	Arc	A	Arc.
" (8 cyl.)	..	..	..	..	A	A	A	A	..	..
Marmon	A	A	A	A	A	A	A	A	A	Arc.
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Mercer	A	A	A	A	A	A	A	A	A	Arc.
" (22-70)	..	..	..	..	..	..	..	..	Arc	Arc.
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cyl.)	..	..	..	..	..	..	A	A	..	..
Moline-Knight	B	A	B	A	A	A	A	A	A	A
Monroe	..	..	A	Arc	A	Arc	E	E	A	Arc.
" (Mod. M4)	..	..	A	A	A	A	..	..	..	..
" (Mod. S)	A	A	..	..	..	..	..	..	..	..
Moon	..	..	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Nash	A	Arc	A	Arc	..	..	..	..	..	..
" (Mod 671)	..	..	A	A	..	..	..	..	..	..
" (Quad)	A	A	A	A	..	..	..	..	..	..
National	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc.
" (12 cyl.)	A	A	A	A	A	A	A	A	..	..
Nelson	A	A	A	A	A	A	..	..	..	..
Oakland	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc.
" (8 cyl.)	..	..	..	..	..	..	A	A	..	..
Oldsmobile (4 cyl.)	A	Arc	..	..	..	..	Arc	Arc	Arc	Arc.
" (6 cyl.)	A	A	A	A	Arc	Arc			Arc	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	..	..
Overland	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Packard	..	..	..	..	..	..	..	..	A	Arc.
" (12 cyl.)	A	A	A	A	A	A	A	A	..	..
" Commercial	A	A	A	A	A	A	A	A	A	A
Paige (4 cyl.)	..	..	..	..	..	..	..	..	A	Arc
" (6 cyl.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (6-36)	..	..	..	..	..	..	A	Arc	A	Arc.
" (6-38-39)	..	..	..	..	A	Arc	..	..	..	..
" (6-40)	A	Arc	A	Arc	..	..	..	..	..	..
Paige (Com'l)	Arc	Arc	Arc	Arc	..	..	..	..	..	..
Paterson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Peerless	..	..	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (8 cyl.)	A	A	A	A	A	A	A	A	..	..
Pierce Arrow	A	A	A	A	A	A	A	A	Arc	Arc.
" Com'l	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
Premier	A	A	A	A	A	A	Arc	A	A	Arc
Regal	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (8 cyl.)	..	..	..	..	..	..	A	A	Arc	Arc
Renault (French)	..	..	..	..	..	..	A	Arc	A	Arc.
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc.
Riker	A	E	A	E	E	E	..	..	..	..
Saxon	E	E	E	E	E	E	E	E	E	E
Selden	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (½ ton)	..	..	..	..	A	Arc	..	..	..	..
Simplex Crane	..	..	A	A	A	A	A	A	Arc	Arc.
Stearns-Knight	B	A	B	A	A	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	Arc	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Velie (4 cyl.)	..	..	..	..	..	..	..	..	A	Arc
" (6 cyl.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (2 & 3½ ton)	Arc	Arc	Arc	Arc	..	..	..	..	..	..
" (½ ton)	A	Arc	A	Arc	..	..	..	..	..	..
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
White	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.
" (Sixteen Valve)	A	A	A	A	A	A	..	..	..	..
White (½ ton)	A	A	Arc	Arc	..	..	..	..	..	..
Willys-Knight	B	A	B	A	A	A	B	A	B	A
Willys Six	Arc	Arc	Arc	Arc	Arc	Arc	..	..	..	..
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc.

IMPERIAL OIL LIMITED

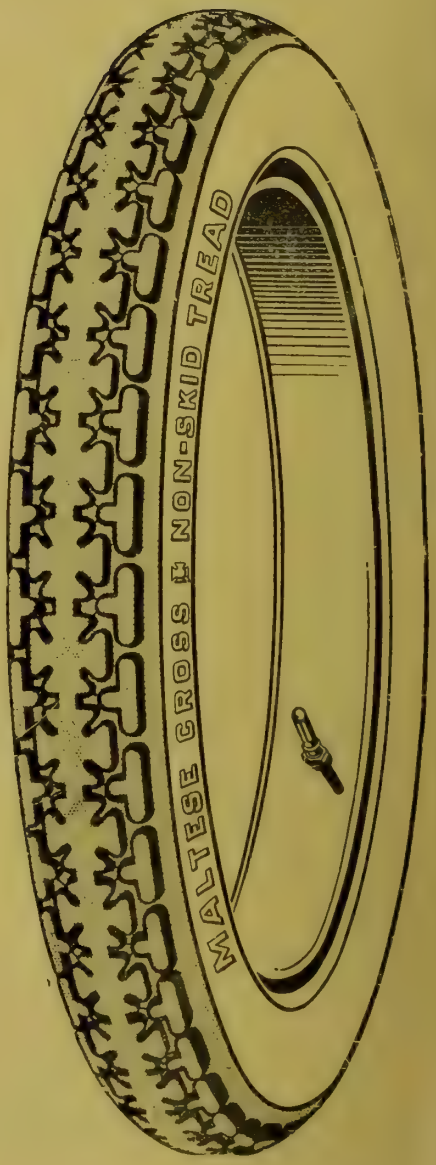
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

Grand Performance

A Tire is best judged by its performance. Gutta Percha Tires made a record last year that any tire maker would be proud of. Motorists who used them were delighted and others have heard the good reports. With motorists in this frame of mind it will not take much work to make sales.



Sell "Gutta Percha" Tires

A well arranged display of Tires, Tubes and Accessories should be made NOW as motorists are now starting to think of re-equipment for the coming season.

"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Limited

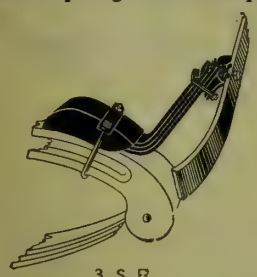
Head Offices and Factory, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

Bumpers

Buy Canadian Made Bumpers and avoid being camouflaged out of 15 to 20 cents of your good old Canadian Dollar.

1075. Spring Steel Bumper



3.S.B

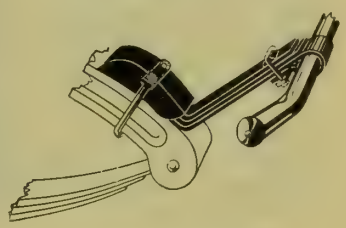
Attached to Frame of Car with our celebrated 3-leaf V bolt attachments

$16.00

Our round 1¼, 1½ and 2-inch concrete filled rod bumpers, 3-leaf V bolt attachments are the strongest and best bumpers in the world and are absolutely made in Canada.

We can also supply you with round and diamond rods in all sizes with fitall and hook bolt attachments and 2 and 2½ channels and hexagon with all our different attachments and our prices to the dealers who can handle quantities are lower than any of our would-be competitors by 20 per cent.

1018
Round Rod 1¼in.



Attached with our celebrated 3-leaf

$12.00

Send for our catalogue and build up your bumper business on a real **Protective** against collisions against front and rear of your automobile.

CONCRETE BUMPER COMPANY, Windsor, Ont.

P.O. BOX 92

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

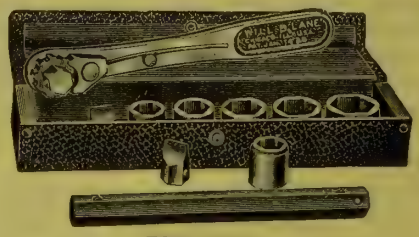
Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET



FORD SET

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.

STANDARD SET

OFF-SET RATCHET SCREW DRIVER

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

Dependability

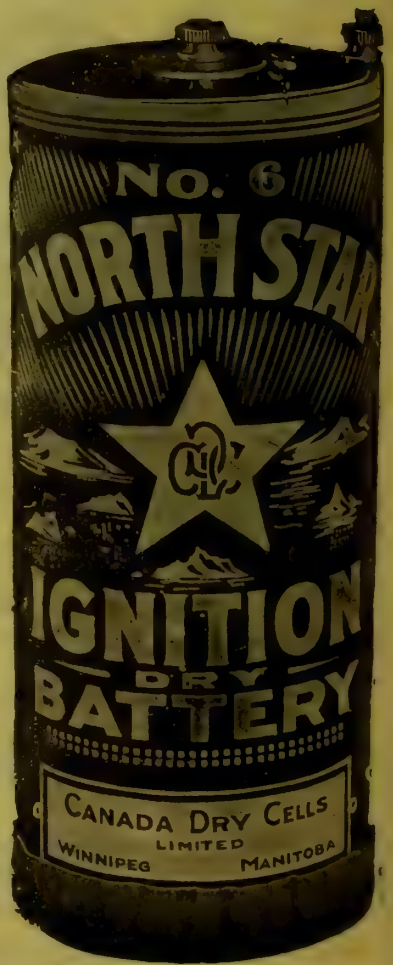
East or West the North Star is the biggest battery value.

The user of North Star batteries knows that he can expect maximum service under all conditions. Heat, cold or humidity cannot affect the strength of the battery—the full power must be delivered in actual spark.

The value of dependability cannot be estimated. Delays, big or little, cost money. Serious loss can be occasioned by unreliable batteries. The North Star cells end delay losses and are a guarantee of continuous operation for engines, tractors, automobiles, telephones, bells, etc.

Made singly and in multiples (perfectly protected and conveniently arranged with handle). The user gets better service and the seller bigger returns and larger turnover from the North Star.

Let us quote you prices.



Canada Dry Cells, Limited

WINNIPEG, MANITOBA

Filmed at Gathering of Leading Jobbers in Marietta, Ohio. Nov. 8-12, 1919

JOBBERS PRESENT:

S. K. WALLACE—G. Norman Baughman Co., Tampa, Fla.
A. J. HOPKINS—Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
E. V. PLANE—Carolina Tire & Accessory Co., Columbia, S.C.
G. B. SHEARER—Gaul, Derr & Shearer Co., Philadelphia, Pa.
J. N. WHITE—Ferris-Dunlap Auto Supply Co., Dallas, Tex.
A. A. WAYS—Ferris-Dunlap Auto Supply Co., Dallas, Tex.
A. J. JOHNSON—I. J. Cooper Rubber Co., Cincinnati, Ohio.
J K FITZSIMEMONS—Carolinas Auto Supply House ,Charlotte, N.C.
W. H. VAN HORN—Pennsylvania Rubber & Supply Co., Oil City, Pa.
F. HAMELTON SUTER, Shadboldt & Boyd Iron Co., Milwaukee, Wis.
DUNBAR ABSTON—Ozburn-Abston & Co., Memphis, Tenn.
W. JUSTICE—Robinson Heavy Hdwe. Co,. St. Joseph, Mo.

Just as Robinson *of Montreal* Told the Jobbers

After SE-MENT-OL had been subjected to a series of conclusive tests before a representative gathering of automotive equipment jobbers in Marietta, Prescott, W. Robinson, of Montreal, Quebec, sounded the keynote of the meeting when he said:

"Now, gentlemen, I am sure that after watching all these tests, you feel as I do—that SE-MENT-OL has proved itself to be, beyond argument, the radiator repairer that **does the work,** quickly and thoroughly. I feel that it is the kind of goods we all want to push—goods that we can stand back of to the limit."

Before this critical audience of jobbers SE-MENT-OL was tested, not only for rapidity in action, but for permanence of repair, and absence of any clogging or injurious effects. The demonstration was then climaxed by the complete renovation of a dilapidated car with NORWESCO products, making it new-looking again.

If the jobber you deal with was "among those present," he will tell you not only to stock SE-MENT-OL, but to **concentrate** on it.

The demonstration before the jobbers were filmed, and the film will be shown through the courtesy of jobbers.

SE-MENT-OL DISPLAY STAND FREE

The
Northwestern Chemical Co.
2103 State St., Marietta, Ohio, U.S.A.
Canadian Factory: Montreal

This steel display stand, lithographed in attractive colors, free with two dozen cans of Se-Ment-Ol. A big sales booster.

SE-MENT-OL
(THE ORIGINAL)
"Finds the Leak and Fixes It"

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office: Ryrie Bldg. Toronto
Phone: Main 1239

Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'

England's Most Durable Plug

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"

"Ratchet"

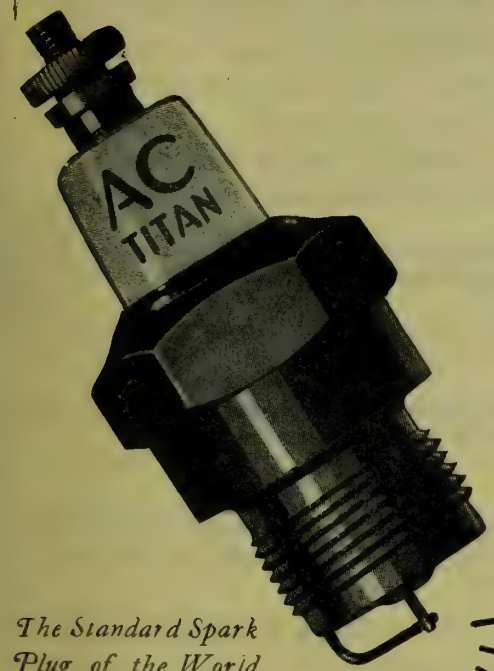
"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Only Our Output Can Limit Your Sales of AC's



The Standard Spark Plug of the World

As long as we continue to manufacture more and more spark plugs each year, and as long as AC Spark Plugs continue to merit the pronounced preference as original equipment that they now enjoy, dealers stocking the AC line can be sure that their sales and profits will increase in proportion to our production.

The demand for AC's is tremendous and growing daily, due to the unfailing service that they give and to our policy of stimulating their sale through a widespread and consistent advertising campaign.

Concentrate on the complete AC line for a profitable, permanent and growing business of quick turnovers and customer good will. Dealer information sent on request.

Champion Ignition Company
FLINT, *Michigan*

U. S. Pat. No. 1, 135,727, April 13, 1915. U. S. Pat. No. 1,216,139, Feb. 13, 1917. Other Patents Pending

Business Dry? Not Much!

DON'T you remember wondering, when you were a little Tad, what fun those great big chaps of twenty or so had? They didn't go "bobbing"—they didn't spin tops. Then you remember, perhaps, how, at twenty or so you rather pitied the old fellows of thirty-five or fifty who didn't dance (in those days) or do anything much.

But now, at thirty-five, fifty, or even sixty, you find there is plenty of interest in life. The form of fun may change, perhaps the ideas of what constitutes fun—but fun, interest, there still is.

Business is Rightly Called a Game

Business is the interest—the fun—for many of us. We enjoy playing ourselves and we enjoy reading about the play of others.

This is why THE FINANCIAL POST, dealing with business, is bright, entertaining, a welcome week-end guest in some eight thousand homes.

Consider some of the articles in a recent issue:

A sketch of George Sumner, the newly appointed head of Montreal's Board of Trade —a man who is at work every day at 8 a.m., but who has found time to become an expert photographer and art critic. Peter McArthur's new suit—dealing with the farmer writer's boasted purchase of an all wool suit for $45; speaking of the comparative value of this with one he could have bought prior to the war, and showing what he would have to pay for each in eggs and wheat.

A $4,000,000 stock offering coming for new movie chain.

Canada proposes to pick and choose her immigrants.

The Financial Post Editorials Have a Kick Behind Them

"Marse" Henry Watterson, the famous Democrat Editor, tells in his reminiscences of being criticized for himself criticizing the Democrat party. Marse Henry replied in his paper by quoting:

"Things have come to a hell of a pass
when a man can't wallop his own jackass."

THE FINANCIAL POST is willing to wallop anything—but it doesn't wallop just for the fun of walloping. It wallops to achieve something.

Consider Some Recent Editorials:

"Give Drury a Chance"

An editorial describing the "sniping" by the daily press at the farmer Government—admitting certain mistakes of inexperience but calling for fair play; instancing how J. K. L. Ross, heir to many millions, was put, by his father, in a position where he could make mistakes in order that he might win through to success.

"Foolish Defiance of Canadian Law"

A scoring of the Fort Francis Pulp & Paper Company for refusal to admit the sheriff, and in other ways prejudicing the public against the pulp and paper industry as a whole.

S. R. Parsons Now Butts Into Insurance

An editorial telling of the Canadian Manufacturers' Association's mutual insurance schemes which went wrong, and pleading for a big man to manage the C.M.A. "The most useful and necessary institution in all Canada."

There's life in each issue of THE FINANCIAL POST. It will help you keep informed on important financial and business matters. It is a paper for the leaders of thought in each community, be they rich or not. Fill in and send to us the attached coupon. Annual Subscription $3.00.

SUBSCRIPTION PRICE $3.00 PER YEAR (52 ISSUES)

THE FINANCIAL POST

Montreal **143-153 University Ave., TORONTO** **Winnipeg**

THE FINANCIAL POST OF CANADA, 143-153 University Ave., Toronto.

Please enter me as a regular subscriber, commencing at once. I am enclosing / will forward $3.00 to pay for my subscription for the first year.

Name .....

Address .....

Please write plainly.

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers ***Liberal Profits*** ***None Better Made***

The public looks for the Northland trade-mark when buying ski. Order early for next season. Send for Catalog and price list.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.

Largest manufacturers of Ski in the world

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

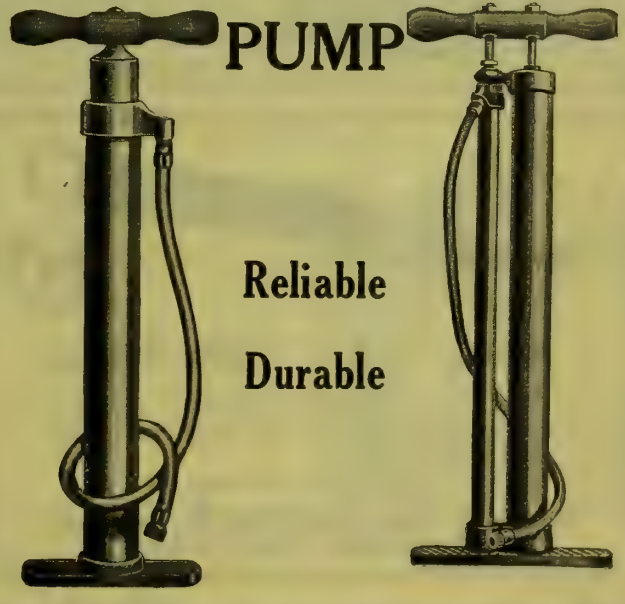
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of Hardware and Metal are big buyers because they buy for business as well as for private consumption.

Insist on Getting a

TALLMAN TIRE PUMP

No. 1 No. 2



Reliable

Durable

Tallman Brass & Metal Limited

HAMILTON, ONT.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

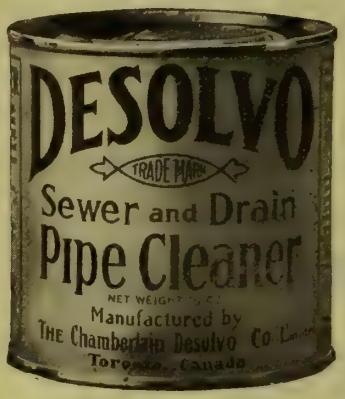
We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

A CANADIAN FLOOR WAX

We have put on the market a light floor wax that is met with approval wherever it is used, and our orders tell us that it is just what the Canadian people want.
It is a LIGHT floor wax that is easily handled, and the price is popular. A sample on request with exclusive territory and full particulars. Write us.

ARMY & NAVY MFG. PRODUCTS COMPANY
26 Juror St., Montreal
You liked our furniture polish, you will like this too



Desolvo's Sales Growing

Because it "delivers the goods." Thaws frozen pipe safely and clears all stoppages. Every house needs several cans—often.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church Street, Toronto

Eastern Canada Representatives:
RICHARDSON & BUREAU,
55 St. Francis Xavier St.,
Montreal, Quebec.

Ontario and Western Representative:
L. F. MAYNE,
99 Quebec St., Toronto.

Increase Your Sales of

INSECTICIDES

by Stocking the Best

GRASSELLI

Arsenate of Lead
Bordeaux Mixture
Paris Green
} Paste and Powder

Absolutely the highest standard and used by the largest fruit growers and horticulturists all over the continent.

Handy Packages *All Sizes*

The Grasselli Chemical Co., Limited
Hamilton Toronto Montreal

Selling "B & C" Builds Business

B. & C. No. 80 a quick selling popular style of the 22½° wrench. An example of the B. & C. Line of Wrenches; a line that brings sales and builds future business through satisfied customers.

Ask for B. & C. Wrenches.

Bemis & Call Hardware & Tool Co.
SPRINGFIELD, MASS., U.S.A.

100% Profit

is now being made by a considerable number of

Hardware Dealers

handling my lines of

Phonograph Accessories and Supplies

Write to-day for a copy of my latest catalogue and get your name on my mailing list.

H. A. BEMISTER
10 Victoria Street, Montreal, Que.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

THE "ARTISTIC" BAROMETER

Is a combination of Thermometer and Storm Glass. It is a popular instrument at a popular price.

Just one of the several
QUICK-SELLING PATTERNS
Made by

THE LARGE-PIKE THERMOMETER CO.
TROY, N.Y., U.S.A.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

No. 221
List price, $33.50
Ask for discount.

Mechanics Call It The Best Made

Dealers find it a Wonderful Seller

A Kerosene Fire Pot with many improvements. Mechanics call it a "pippin" for dandy construction and heat-giving properties. An automatic brass pump supplies air pressure.

Yes, and C. & L. are good to sell, too; ask about discount and list prices. They sell, satisfy, and multiply your sales. Jobbers supply at factory prices.

Clayton & Lambert Mfg. Company
Detroit, Mich., U.S.A.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Canada Wire and Iron Goods Co.

Manufacturers of Wire Cloth, Perforated Sheet Metals, Metal Lockers and Wire Work. Fireplace Screens, Wire Rope and Fittings.

Hamilton - - Canada

CRANE VALVES

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

Why the Head Engineer Stands by
"Maple Leaf" Belting

Because he is "a man under authority," a man of responsibility and judgment. He can afford only to stand by the belting that stands by him. His reputation—possibly his life—is at stake. Experience and knowledge have taught him confidence in "Maple Leaf." That is why it sells easily, quickly and profitably.

The Dominion Belting Co *Limited*
Hamilton Canada

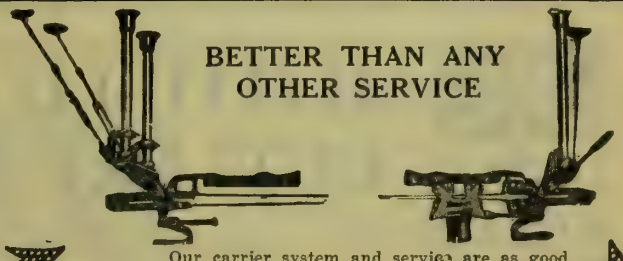
THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals
Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060



BETTER THAN ANY OTHER SERVICE

Our carrier system and service are as good as we say they are. We say that together they beat any other service, and soon save the investment.

By them the merchant can perform more functions, and with a greater degree of dispatch and certainty than can be accomplished by any other system, all of which means that more customers can be better served without increasing your staff of salesmen. Our circular, for the asking, explains a great deal.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

King of the Field Corn and Bean Planter

Is a good seller that gives satisfaction

Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

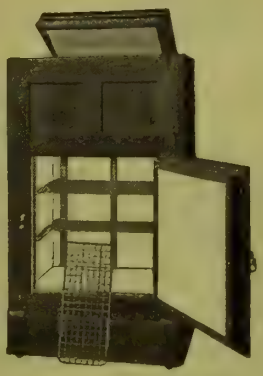
Otterville Mfg. Co. Limited
Otterville, Ont.

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:
CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.



PARIS
REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION
Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

Standard Tube & Fence Co., Ltd.
Manufacturers of

STEEL TUBING—
Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes 3/8" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.
WOODSTOCK ONTARIO

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

Welded Steel Sap Pans
Make Syrup with the Maple taste

Owing to the high price of Maple Evaporators you will find our welded Sap Pans ready sellers.
Our Sap Pans are welded throughout practically a one-piece pan; as there is no solder used it will not leak no matter how much it burns if it boils dry. Finished around top with heavy angle steel, strong and durable.

Send for Maple Evaporator Booklet.

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

SHEFFIELD CUTLERY

H.R.S & Co
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.
Estab'd. 113 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND
Harry F. Moulden & Son, Winnipeg

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

Hamilton Gas Mantles

Hamilton Gas & Gasoline Mantles have proved themselves absolutely satisfactory with a rapidly increasing demand founded on customer-satisfying quality and merit. Are you one of the dealers enjoying steadily increasing, profitable sales?

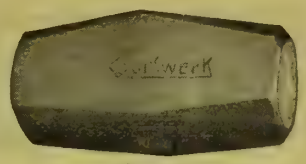
At all the good jobbers.

The Hamilton Gas Mantle Company, Limited

Head Office and Factory

Toronto Hamilton, Canada Montreal

SLEDGES



No. 93

Press forged by slow process to preserve structure of steel—scientifically tempered—sand blasted. Thoroughly guaranteed tools for all classes of work.

THE WARREN TOOL & FORGE CO.

234 Griswold Street WARREN, OHIO

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street

Hamilton, Ont.

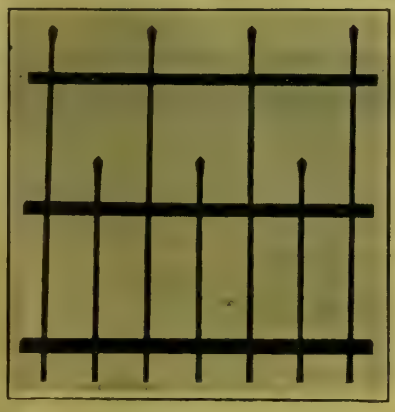
Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY

RACINE - WISCONSIN



IRON FENCING,

of various designs,

WIRE WORK

of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry

MONTREAL

Effecto AUTO FINISHES

—right now motorists are thinking of "doing over" the old bus.

So right now is the time to suggest to them that they use Pratt & Lambert's Effecto Auto Finishes. They do the trick better than your best expectations.

We carry a complete stock.

Our travellers cover Western Ontario and Niagara Peninsula.

KENT-GARVIN CO., LTD., Hamilton

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

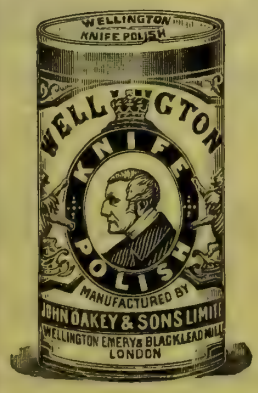
Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.



OAKEY'S "WELLINGTON KNIFE POLISH.

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 889 Beatty Street. Vancouver.

The Value of the Business Press to Business Men

"Business men do not realize the value which trade journals and technical magazines may have for them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from the business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world, and they should be supported and encouraged by our business men.

"Copies should be placed where employees can see them and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole.

"If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

—Edward N. Hurley, formerly Chairman of the Federal Trade Commission, in "The Awakening of Business."

The following is list of the MacLean publications. Every publication is a leader in its field. Write us for any information you may desire with regard to the field covered, advertising rates, etc.

TRADE NEWSPAPERS

Hardware and Metal	Canadian Grocer	Dry Goods Review
Men's Wear Review	Bookseller and Stationer	Sanitary Engineer

TECHNICAL PAPERS

Canadian Machinery	Canadian Foundryman	Marine Engineering
Power House	Printer and Publisher	Can. Motor, Tractor and Implement Trade Journal

MAGAZINES

MACLEAN'S MAGAZINE FARMERS' MAGAZINE

Financial Post—Weekly Commercial Newspaper

The MacLean Publishing Company, Limited

153 University Avenue, Toronto Southam Bldg., 128 Bleury Street, Montreal
1207 Union Trust Bldg., Winnipeg, Man.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

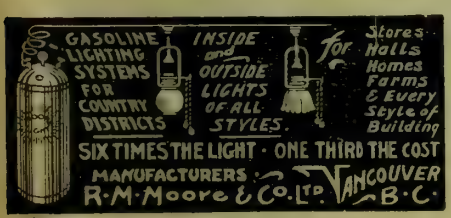
NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
[illegible] WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

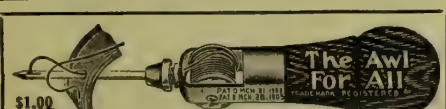
Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

WHITE LEAD and GENUINE LINSEED OIL and X'C'L' PUTTY

SOLD ON MERIT
N. B. Prichard's Paint Works
Sherbrooke, Que.



$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

CLIMAX PAPER BALERS

ALL STEEL — FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered is Western Canada. Apply in own handwriting, stating experience, age, height etc., to Box 328, Hardware and Metal.

WANTED—FIRST-CLASS TINSMITH EXPERienced in shop work and furnace installations. Steady position to the right man. Apply at once to Whyte & Orr, Ltd., Daysland, Alta.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — FIRST-CLASS SHEET IRON worker, one used to working 16 gauge up to 10 gauge sheet steel; capable of laying out any kind of work and taking charge of shop. State experience and age. A. E. Holmes & Bro. Co., Port Arthur, Ont.

WANTED—HARDWARE CLERK FOR RETAIL store; state age, experience and wages required. Geo. W. McDonald, North Bay.

RETAIL HARDWARE CLERKS

Large Western Wholesale Hardware House has openings for ORDER CLERKS, CHECKERS and TRAVELLING SALESMEN who have had RETAIL EXPERIENCE. Apply, stating experience and giving references, to Box 328, Hardware & Metal.

HELP WANTED

MANUFACTURER AUTO ACCESSORIES REquires representative Ontario, also Quebec. Box 318, Hardware and Metal, Toronto.

TRAVELLERS—SALESMEN, CITY AND ROAD, will find our Waterproof Floor Wax and Polishes lucrative lines. Liberal margins to the retailer and selling helps. To those of high calibre with established connection we offer exclusive territory and active co-operation. Credentials essential. Kendall Merton, 12A Belmont Place, Montreal.

WANTED — HARDWARE SALESMAN WITH window dressing experience, half time occupied in window dressing. Give age, salary and experience. Mills Hardware Co., Hamilton.

AGENCIES WANTED

MANUFACTURERS ANXIOUS TO PLACE their goods in British Markets are invited to correspond with old established London firm of Importers and Merchants who also are Exporters of British Goods. Write, first instance, to "Z.K. 578," care Deacon's, Leadenhall St., London, Eng.

ESTABLISHED ENGLISH AGENT, HEADquarters London, visiting Canada, desirous of representing or distributing Canadian manufactured goods in the British Isles. Box 325 Hardware and Metal.

BRITISH ENGINEER WITH 17 YEARS' EXperience and live connection, is prepared to act as buying agent for groups of firms requiring machinery, refractory materials, hardware, household sundries, metals, etc. Write Box No. 649, Sells, Ltd., 167, Fleet Street, London, E. C., England.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS. Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

An Opportunity

THERE is an opening in the editorial department of HARDWARE AND METAL for a thoroughly trained hardwareman, who possesses initiative and executive ability. He must be a man who can develop into a forceful writer on business subjects pertaining to the hardware trade. This position offers splendid possibilities on the largest and fastest growing trade newspaper in Canada. HARDWARE AND METAL is one of the sixteen papers published by the MacLean Publishing Company. The successful applicant will be located at the Toronto office of the Company. Address all letters to MANAGER, HARDWARE AND METAL, 143 University Ave., Toronto, Canada.

POSITIONS WANTED

POSITION WANTED BY MARRIED MAN AS manager of hardware store in country where surrounding locality offers field for progression. Salary and percentage of profit basis preferred. Keir, 1424 Twenty-sixth Street West, Calgary.

WANTED — TO REPRESENT, HARDWARE manufacturer, general or specialties for Alberta, British Columbia and possibly Saskatchewan. No line too large for experience, mainly on own behalf in retail and wholesale. Open after June first. Box 320, Hardware and Metal.

FOR SALE

HARDWARE BUSINESS, SIX THOUSAND dollar stock, located in a Western Ontario city. Reason for selling, poor health. Box 330, Hardware and Metal.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixty years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE IN OSHAWA

ONE OF THE BEST HARDWARE BUSINESSES in Ontario. Stock in A1 condition, and complete in every respect. Will require $40,000 to purchase stock and real estate. Turnover and profits are in proportion to investment. To anyone wanting a real live business this proposition is worth while. Personal applications only will receive attention. Please 'phone or wire when coming. John Bailes & Sons, Oshawa, Ont.

Hardware Stock For Sale

WANTED—Offers for First-Class Stock of Shelf and Heavy Hardware; going concern. Stock about $20,000.00, well kept and well assorted. Situated in the best town in New Ontario. Reason for selling—Advancing years and poor health. Present premises can be rented. Apply to Box 321, Hardware and Metal.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Engineering department of a large export and import house in London, having branches and wide trade connections in principal countries is prepared to appoint selling and buying agents for the following:—

Belting, Electric Wire and Cable, Electrical Machinery and Appliances, Special Steel, Iron and Steel of all descriptions, Hand Tools.

Only house of good standing or energetic agent need apply. Good references required.

Address: Box 4556, Agence Havas, 105 Cheapside, London, E.C. 2.

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is right. Prices right.

CAMERON & CAMPBELL. Sole Manufacturers

Toronto, Canada

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

St. John's, Nfld.

Reputation gained by long years of vigorous, conscientious and successful work.

C. A. B. Brown, Superintendent
TORONTO

OWL

BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO., LIMITED
22 VICTORIA SQUARE, MONTREAL

"TIP ON"

"FROST KING" WEATHER STRIP

BOOK NOW FOR NEXT SEASON

The people demand it now after trying others.

FREE To Retail Dealers

GET YOUR COPY NOW

We offer free to any Retail Hardware or Implement Dealer a little booklet illustrated in this ad. Its pages show many interesting features about power houses for farms; the latest—the most modern—the most economical methods of installing Line Shaft Outfits with Speed Governing Pulleys are fully covered in this booklet.

At this time we are offering a similar booklet free to farmers through farm papers of more than 4,000,000 circulation. The inquiries are pouring in in large numbers.

Do you want to get the benefit of this advertising campaign? If so, write for the free booklet and special information.

CEDAR RAPIDS FOUNDRY & MACHINE CO.
Dept. C 3 Cedar Rapids, Iowa

INDEX TO ADVERTISERS

Acme Waste Manufacturing Co..... 134
Allen & Co., L. B. 104
Allway Oiler Mfg. Co., The..... 31
American Enamel Products Co..... 31
American Pad and Textile Co..... 25
Army and Navy Manufacturing Co... 134
Ashdown Hardware Co., J. H..... 105
Atkins & Co., E. C. 28

Banwell-Hoxie Wire Fence Co..... 121
Barnett Co., G. & H..... 99
Barrett Co., The 113
Barton Netting Co. 30
Beatty Bros., Ltd. 95
Beckley-Ralston Co. 127
Bemis & Call Hdwre and Tool Co... 134
Bemister, H. A. 134
Berry Bros. 86
Brett Co., The 104
Bissett & Webb, Ltd. 104
Bolinders, Ltd. 46
Bowser Co., S. F. 123
Boeckh Company, Ltd., The 83
Brandram-Henderson, Ltd. 70, 71
Bradstreets 141
Brantford Roofing Co. 25
Brown-Boggs Co. 20
British Smelting and Refining Co.... 19
Brown & Sharpe Manufacturing Co.. 10
Burlington Windsor Blanket Co..... 19
Butcher & Co., J. H..... 139
Butterfield & Co. 12

Calandar Mfg. Co., John..... 104
Cameron & Campbell 141
Canada Decalcomania Co. 129
Canada Dry Cells, Ltd..... 128
Canada Foundries and Forgings, Ltd 17
Canada Lamp and Stamping Co..... 131
Canada Metal Co. 91
Canada Steel Goods Co., Ltd. 37
Canada Wire and Iron Goods Co..... 136
Canadian Potato Machinery Co..... 21
Canadian Tube and Iron Co..... 30
Canadian Winkley Co., Ltd..... 131
Canadian John Wood Mfg. Co..... 135
Cane & Sons, William 30
Carhartt, oHamilton, Cotton Mill Co. 13
Caron Bros. 139
Cedar Rapids Fdy. and Mach. Co... 141
Carter White Lead Co., Ltd..... 121
Caverhill, Learmont & Co..... 14
Chamberlain Desolvo Co. 134
Champion Ignition Co. 131
Channell Chemical Co..Inside front cover
Chesterman & Co., James..... 123
Chicago Flexible Shaft Co..... 15
Chicago Spring Butt Co..... 31
Christiansen Implements, Ltd..... 104

Clayton & Lambert 135
Climax Baler Co. 139
Coghlin, Ltd., J. B..... 121
Collette Manufacturing Co..... 31
Concrete Bumper Co. 127
Crescent Co., The 44
Crane, Limited 135

Davidson Mfg. Co., The Thos..... 28
Diamond Saw and Stamping Wks.... 139
Dominion Belting Co..... 135
Dominion Linseed Oil Co....Front cover
Dominion Metal Co. 139
Dominion Sheet Metal Corp..... 97
Doon Twines, Ltd. 139
Dorken Bros., Ltd. 40
Dowswell, Lees & Co..... 38

Eddy Co., E. B. 24
Eureka Planter Co. 27
Evans, W. T. 139
Excelsior Wire Co. 141

Frost King Weather Strip Co..... 141
Frost Steel and Wire Co., Ltd..... 8

Gendron Manufacturing Co. 40
Gillette Safety Razor Co..... 50
Gipe-Hazard Co., Ltd..... 135
Glidden Co., The 93
Goodell-Pratt Co. 3
Graham Nail Works, The..... 117
Grasselli Chemical Co., Ltd., The.... 134
Greb Co., The 139
Great West Electric Co. 107
Great Western Smelting and Refining Co., The 135
Guelph Spring and Axle Co..... 139
Gutta Percha and Rubber Co..... 126

Hamilton Cotton Co. 30
Hamilton Gas Mantle Co..... 137
Hamilton Stamp and Stencil Works.. 109
Hamilton Stove and Heater Co..... 6
Hassler, Ltd., Robt. H. 52
Hobbs Manufacturing Co., Ltd..... 99
Homer & Wilson 137
Hoyt Metal Co. 40
Hutton & Co., James 135

Imperial Bit and Snap Co..... 137
Imperial Oil, Limited 125
Imperial Varnish and Color Co..... 109
Ingersoll File Co., Ltd..... 46

Jacobs Manufacturing Co., The..... 27
Jardine & Co., A. B..... 40
Jennings Mfg. Co., Russell 139
Johnson & Sons, C. H..... 137

Kent, Garvin & Co..... 137
Kinzinger, Bruce & Co..... 139
Korn Razor Mfg. Co., Geo. W..... 40

Laidlaw Bale Tie Co. 45
Lamplough & Co., F. W..... 139
Lane Unique Wrench Co., Will B... 128
Landers, Frary & Clark..... 2
Large-Pike Thermometer Co. 134
Lewis Bros., Limited 39
London Rolling Mills Co. 117
Ludgate, Ryder & Thomas Co..... 45
Lufkin Rule Co. of Canada, Ltd..... 142

Mab Company, The 44
Martin Co., The L..... 45
McArthur & Co., Alex..... 117
McArthur-Irwin Co. 119
McClary Manufacturing Co. 26
McDougall & Co., R. 45
Meakins & Sons 101
Merchants Hardware Specialties, Ltd. 104
Metal Shingle and Siding Co..... 25
Mica Company of Canada 139
Moore & Co., Ltd., Benjamin..... 81
Moore & Co., Ltd., R. M..... 139
Morrison Brass Mfg. Co., James..... 49
Motor Necessities Co. 104
Myers & Bros., F. E..... 117
Myers Co., C. A. 139

Nagle Manufacturing Co., H..... 44
National Cash Register Co..... 4
National Stamping and Elec. Wks... 137
Niagara Falls Metal and Stamping Works 32
Nicholson File Co. 29
Northern Bolt, Screw and Wire Co., Limited 32
Northwestern Chemical Co. 129
Northland Ski Co. 133
Nova Scotia Steel and Coal Co..... 117

Oakey & Sons, Ltd., John..... 137
O-Rib-O Manufacturing Co..... 104
Ottawa Paint Works, Ltd..... Inside back cover
Ottawa Trading Co. 42
Otterville Manufacturing Co. 136
Owl Metal Co., Ltd..... 141
Owen Sound Wire Fence Co., Ltd... 139

Parmenter, Bulloch & Co..... 44
Penberthy Injector Co. 115
Pink & Co., Thos. 46
Plymouth Cordage Co. 11

Prairie City Oil Co., Ltd..... 104
Prentiss-Wabers Stove Co. 23
Progressive Manufacturing Co..... 133
Pratt & Lambert, Inc..... 99

Ramsay & Son, A. 87
Reed & Co., George W..... 32
Rice Lewis & Son, Ltd..... 1
Rock Island Manufacturing Co..... 32
Rogers & Son, Henry 136
Rogers Mfg. Co., Wm. 16

Sanderson Harold Co. 136
Sand Sons, J. 136
Schulz Manufacturing Co., Ltd..... 22
Shurly Co., T. F. 43
Simms & Co., T. S. 107
Simonds Can. Saw Co., Montreal.... 24
Slater & Barnard 49
Sphinx Manufacturing Co..... 131
Standard Tube and Fence Co..... 136
Stanley Rule and Level Co..... 5
Stanley Works, The 29
Star Specialty Manufacturing Co.... 42
Starrett Co., L. S. 40
Steel Company of Canada 9
Steel Trough and Machine Co..... 136
Stephens & Co., G. F. 101
Stevens-Hepner Co. 43
Still Manufacturing Co., J. H..... 43
Stratford Brass Co. 86

Tallman Brass and Metal, Ltd..... 133
Taylor-Forbes Co., Ltd..... 22
Toronto Plate Glass Importing Co... 99
Trees & Co., Samuel..... 51
Trimont Manufacturing Co. 42
Turner & Sons, J. J. 136

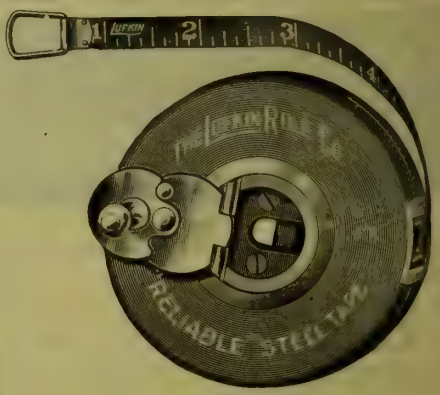
Union Iron and Metal Co..... 86
United States Sand Paper Co..... 42

Vol-Peek Manufacturing Co..... 44

Warren Tool and Forge Co..... 137
White & Colquhoun 18
Whittall Can Co., Ltd., A. R..... 9
Wilkinson & Kompass 134
Wilckes-Martin-Wilckes 139
Wilkins Co., George H..... 139
Western Hardware Co. 18
Wilt Twist Drill Co. of Can., Ltd.. 7
Wood-Vallance, Ltd. 103
Woods & Co., Walter 18
Wrought Washer Co. 16

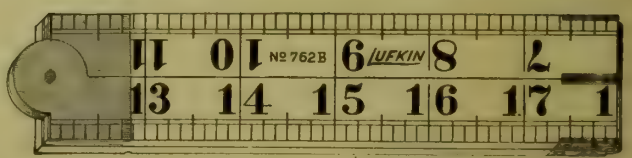
X Laboratories .....Back cover

LUFKIN



Tapes and Rules

Made in Canada



Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate *Reliable*

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

O.P.W.

TRADE MARK REGISTERED

"Paints and Varnishes for Every Purpose"

H

is for handsome, honest paint in happy harmonies of hue, that help homes and harvest profits for the dealer.

Flat Wall Paint

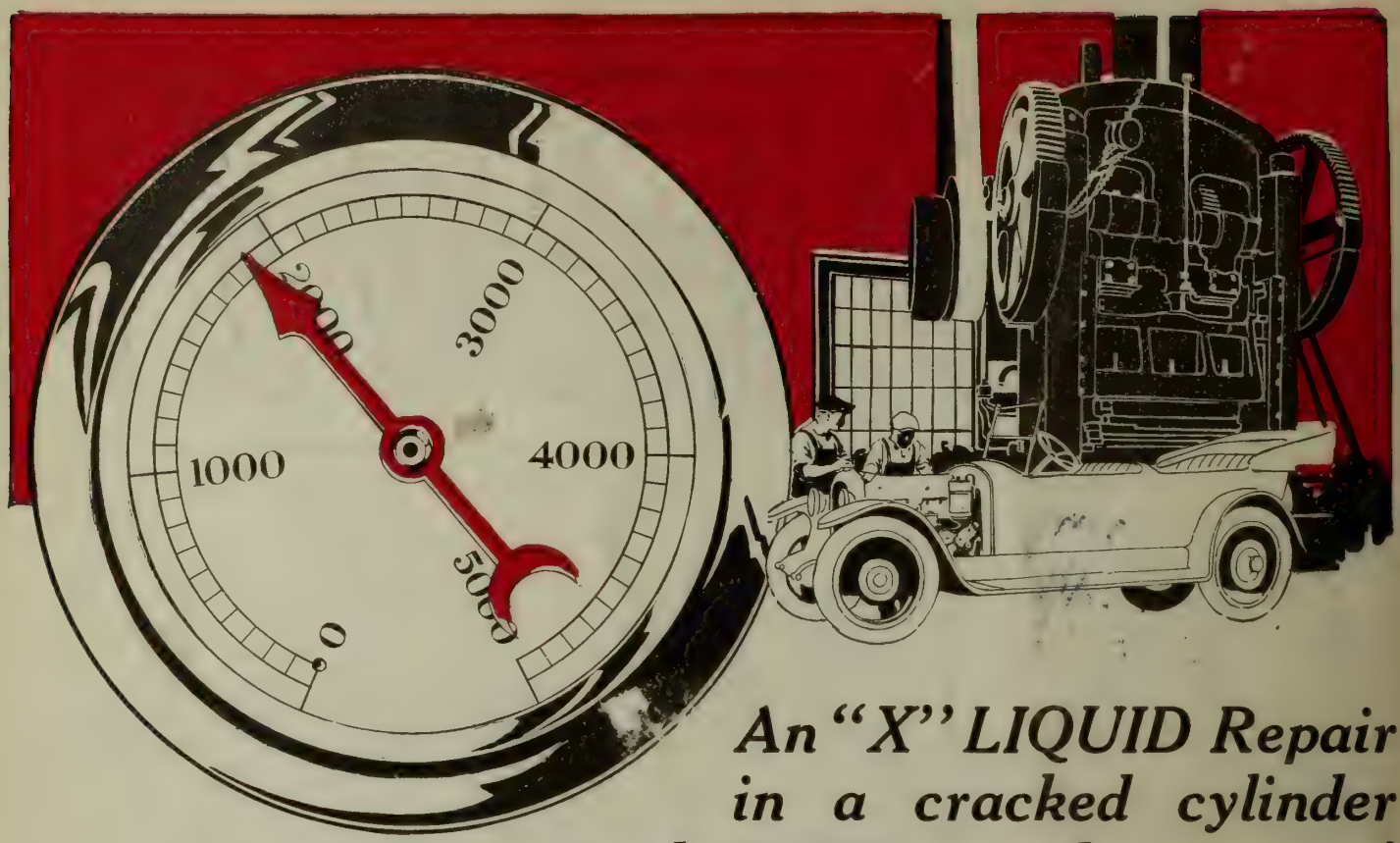
For new work, old work, on concrete, cement, stucco or for finishing wall board there is nothing that will boost your reputation with your customers like O.P.W. Flat Wall Paint. It leaves that flat, soft, velvety finish so desirable in carrying out the most successful effects in interior decorative plans.

With O.P.W. Flat Wall Paint, as with all the O.P.W. Products, the dealer feels confident that he has not only made a profit on a sale, but laid sure foundations for perfect satisfaction and continued business from the consumer.

Ask about an O.P.W. Agency.

Ottawa Paint Works, Limited
OTTAWA
Canada

Branches: Montreal, Toronto, Vancouver



An "X" LIQUID Repair in a cracked cylinder stands 2,000 pounds pressure!

SOME men are quick to judge the things they *don't* know by the things they *do* know.

Perhaps they know all about the harm that radiator cements, flaxseed meals, etc., do to the cooling system; and they think that "X" Liquid is some similar "dope"!

They ought to get the *facts* straight.

"X" Liquid is the result of *scientific chemical research.*

It *repairs* and *prevents* leaks—*eliminates* and *prevents* Rust and Scale.

In one case "X" Liquid repaired a four inch crack in the inner wall of a cylinder—and made a repair *that stood* 2000 *pounds pressure!* The owner saved over $150.00—the cost of tearing down, welding, etc.

In fact, wherever welding isn't *practical* or *economical* "X" makes a permanent repair.

And as for *small* holes in the radiator, pump, connections, etc., "X" will repair one leak or one thousand in 10 minutes. And do a job that couldn't be had for $25.00 worth of soldering.

Experience proves that "X" is the only practical method of repairing leaks *without danger to the cooling system.* It doesn't weaken the radiator as the high heat of soldering is apt to do; nor does "X" choke the cooling system and make the *cure* worse than the *disease*—as is the case with radiator cements.

And if "X" is kept constantly in the water it *prevents all future leaks.*

Eliminates Rust and Scale!

The man who recognizes the dangers of Rust and Scale keeps "X" constantly in the water. This loosens all Rust and Scale and prevents any more from forming. Naturally, cooling is improved, oil and gasoline are saved and the engine performs *better.*

Every statement made about "X" Liquid is a *fact* and can be proved by any car-owner on the basis of our guarantee—that "X" *makes good or money back!*

Dealers!

Over 3,500,000 cans of "X" Liquid have been sold. It is the only product of its kind—and *wanted* by car-owners who *know* the *facts.*

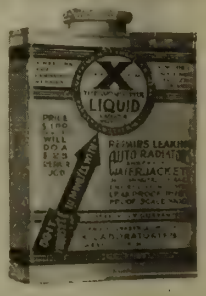
Can be sold to every owner of a water-cooled car—even to owners of *new* cars.

The EXTRA PROFIT Assortment of "X" Liquid gives you $1.50 extra in FREE profit. You can sell at *least* ten or twelve assortments a year. The profits are worth while. Get this quick selling assortment. Ask your jobber—or write us direct.

LARGE SIZE
$1.75

Will do a $25 repair job!

FORD SIZE
$1.00



"X" LABORATORIES, 25 West 45th Street, NEW YORK CITY

Pacific Coast Branch: 450 Rialto Building, San Francisco, California

"X" TRADE MARK

Liquid makes all water cooling systems LEAKPROOF RUSTPROOF SCALEPROOF

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

Vol. XXXII No. 11 MARCH 13, 1920

FILE COPY

The Sterling Mark

The "Cover The Earth" trade-mark is everywhere regarded as a guarantee of better paints and varnishes—as significant to the purchaser as the sterling mark on an article of silverware.

Paint users in every community know this. And the satisfaction they have obtained through the previous use of

SHERWIN-WILLIAMS Paints and Varnishes

is an important influence in determining their choice when buying paint again.

The Sterling Mark "COVER THE EARTH" quality will mean more business for you. If its value appeals to you write for particulars of our agency proposition.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

The Famous Edelmann

Break-Not

Battery Tester

Essential to proper care of the storage battery. Patented construction almost entirely eliminates glass—can be carried in a tool box. Guaranteed accurate. Easily read. Red danger-marks show "Empty," "Half Charge" and "Full Charge." Large, strong, red rubber bulb. Packed in strong chip-board mailing tube.

Weight complete with container ready for mailing, 7 oz.; length, 12 inches.

E. Edelmann & Company

CHICAGO - - - U.S.A.

"Watch for our New Canadian Factory"

Manufacturers of

"Breaknot" Battery Tester
4-in-1 Screw Driver
"Han-D" Wrench Set
Jumbo Grease Gun
Leaknot Air Chuck
"Han-D" Hammer

HARDWARE AND METAL, March 13, 1920. Volume XXXII., No. 11. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Right—to the point

Every part of "SAMSON" Farm and Garden Tools is one hundred per cent. right.

Nothing short of this satisfies the critical testers and inspectors.

The handles, of extra selected second growth ash, are carefully turned and shaped to give just the right "balance" for ease when in use.

The tines are of the very finest grade tempered steel, especially adapted for farming and gardening tools, and their shape is the result of close observation and long experiment.

And both handles and tines are securely fastened with perfect balance, hang and set.

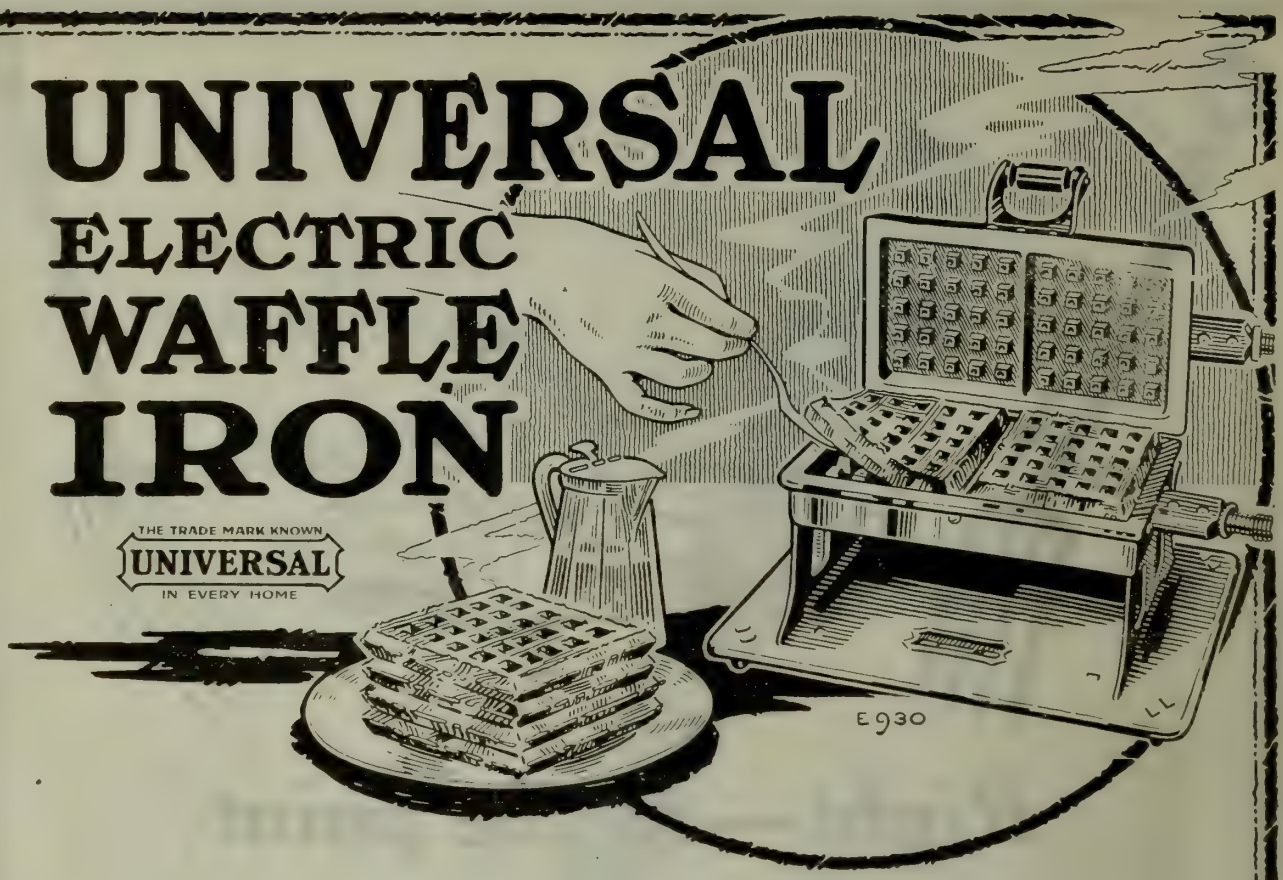
SAMSON

FARM AND GARDEN TOOLS

H. S. HOWLAND, SONS & CO., LIMITED
TORONTO

UNIVERSAL ELECTRIC WAFFLE IRON

THE TRADE MARK KNOWN
UNIVERSAL
IN EVERY HOME



Everybody likes waffles, but few women like to cook them. The heat and bother necessary with coal or gas make waffle making unpopular as an indoor sport in warm weather.

The UNIVERSAL Waffle Iron makes the most delicious waffles imaginable right at the dining table and without bother, smoke, grease or odor—waffles that are light, crisp, evenly browned, ready to eat, piping hot from the grids.

UNIVERSAL Waffle Irons are half sold before they are bought because of UNIVERSAL Prestige and UNIVERSAL National Advertising. These open the way for sales quickly made and often repeated.

Catalog No. E930. Watts 600. Size of Waffle 3½ x 7 in.
Full nickel finish with aluminum grids.
Complete with 6-foot heater cord and Hubbell attachment plug. Equipped with push button and switch, 75c extra.
Weight, packed, 7 lbs. Packed one in a carton.

Canadian Representative:

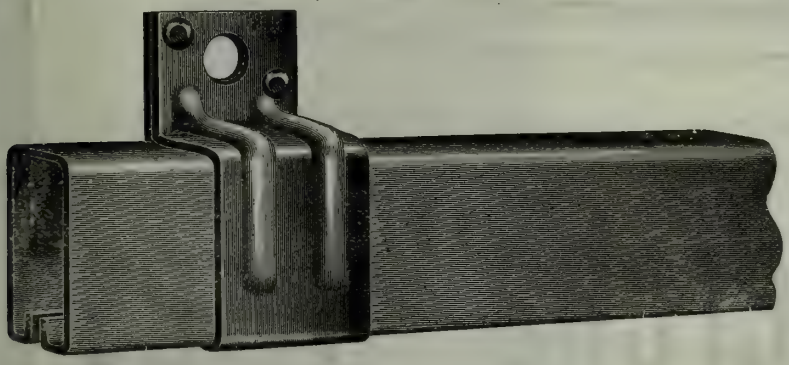
Montreal **A. MacFarlane & Co., Ltd.** Quebec

LANDERS · FRARY & CLARK

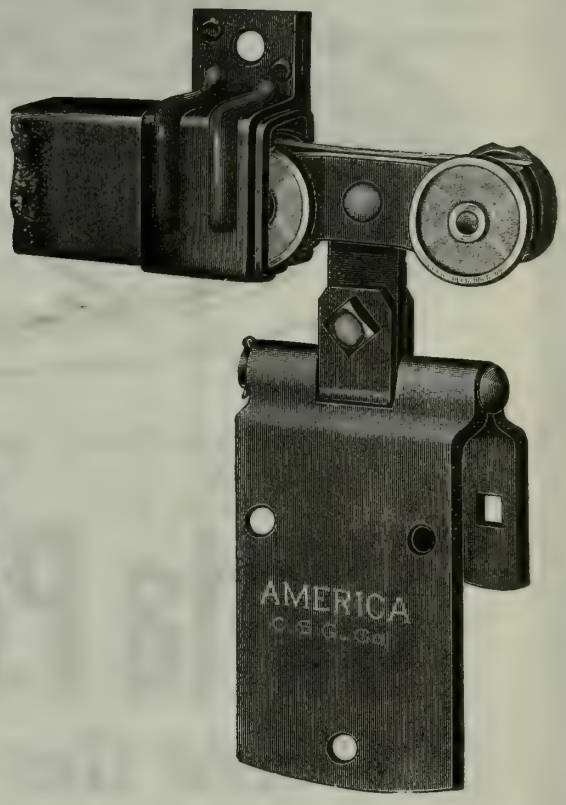
· NEW · BRITAIN · CONNECTICUT ·

K-N

"America"
Trolley Hangers
The Dealers' Friend



Steel Trolley Track
The "America" operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary, plain track brackets.



The Largest Sales of any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

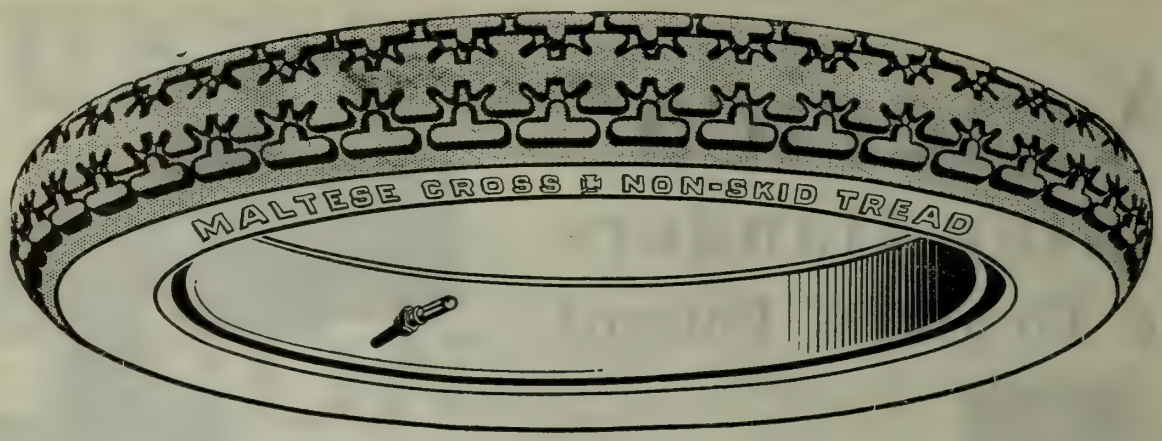
With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

It Pays You to Handle the C.S.G. Co. Line—Ask Us About It.

Canada Steel Goods Co., Limited
Hamilton, Canada



The next two months will see many thousands of dollars spent for tires. The Dealer in

"Gutta Percha" Tires

Should Get The Lion's Share

WHY?

Because of the unparalleled record of the 1919 Gutta Percha Tires. All kinds of tests on all makes of tires show that in rubber compound, in fabric strength, in friction fixity and in endurance, Gutta Percha Tires have outdistanced all competitors. Our 1919 tires have made a wonderful record and we can promise as much more for the 1920 tires.

"Cross" Non-Skid Tread — "Paragon" All Season's Tread, Ribbed Tread and Plain Tread.

Fix up your store to show that you are a live Gutta Percha Dealer.

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches: **Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

SCIENTIFIC WARM AIR CIRCULATION

The Pipeless system of heating is not an experiment, nor can it fail to adequately meet the requirements of certain types of houses when properly installed. The circulation of air based on natural law absolutely forbids the failure of this system of heating. Netither is it untried—in many districts it is proving its value and has scored something in the nature of a triumph through its efficient operation.

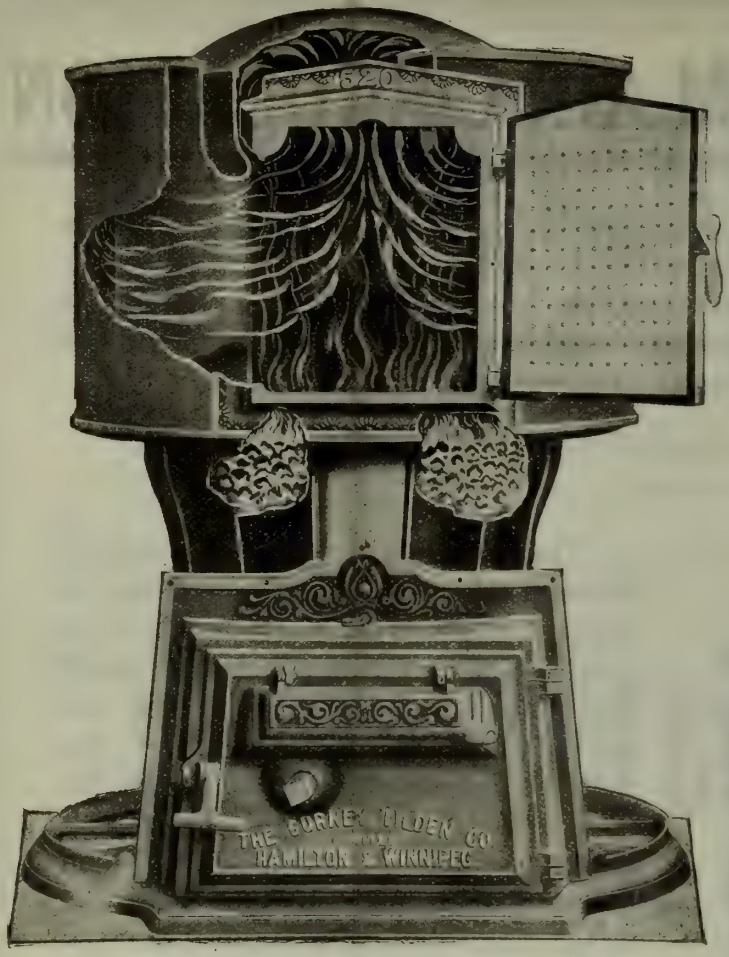
The Pipeless system of heating, through the one large combination register, controls the warm and cool air currents. The cool air is drawn out of the atmosphere, passes down the outside of the combination register to the extreme bottom of the furnace and then rises up past the hot firebox where it becomes purified, warmed and then humidified through contact with the water pan. Following natural law the warm air continues to rise, passing through the centre of the combination register into the room where it meets the opposition of the ceiling and immediately spreads out into all corners of the house—thus cool air is constantly drawn out, the warm air passing in. Circulation is constant, the air is always warm and healthy.

McCLARY'S Sofco Sunshine Pipeless is built after the results of many tests and stands to-day unexcelled as the finest example of furnace construction. Built throughout of cast iron, both soft and hard coal can be burnt.

The advantages of the Sofco Sunshine Pipeless are set forth in a new eight-page booklet now ready for issue. Write for your copy to-day.

McClary's

LONDON TORONTO HAMILTON WINNIPEG VANCOUVER CALGARY
SASKATOON EDMONTON ST. JOHN MONTREAL



The New Idea

WARM AIR FURNACE

BURNS COAL OR WOOD

Made with one-piece fire pot and Duplex Grates. Will give more heat with less coal than any other Furnace and is guaranteed by us—we would like to appoint you our agent in your community. Write us to-day for further information and prices. We have an attractive proposition to offer you.

Proof—

Hensall, Ont.

Dear Sirs:

I beg to say that the "NEW IDEA" Furnace installed in my house four years ago by your agent, Mr. Geo. A. Sills, of Seaforth, has given us excellent satisfaction. We have tried it with all kinds of fuel, from the rough knots to hard coal, and never yet found it wanting. It is a good furnace, and was well put in.

A. G. Similie.

The strongest arguments for the "NEW IDEA" Furnace have been written by our friends. From all over Canada have come letters, praising the "NEW IDEA." Some mention one feature, some another, but all are satisfied, perfectly satisfied.

For every letter we publish we have a hundred others, written in the same enthusiastic vein. The "NEW IDEA" has made good. It has stood the test, and when we present these proofs of service—this testimony from actual users of the Furnace—we feel that we are giving dealers mighty good reason to look further into our proposition. This Furnace has never failed to give satisfaction. Isn't it pretty certain that it will satisfy you and your customers?

HERE IS MORE PROOF.

Could Wish for no Better.

Gentlemen: Blackstock, Ont.

The "NEW IDEA" Furnace I bought from your agent, Mr. W. L. Parrish, of Port Perry, gives me perfect satisfaction. It is easy to operate, and is economical on fuel. I could wish for no better.

John Marlow.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

WESTERN REPRESENTATIVES :

Mr. F. C. Moore,
134½ Higgins Avenue,
Winnipeg

Mr. W. C. Chester,
Hamilton Street,
Vancouver

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Are Faster
More Accurate
Require Less Power
Need Less Regrinding
Give Longer Service
Sell Easier
And Increase Your Turnover

"Where There's a WILT-There's The Way"

Wilt Twist Drill Company
of Canada, Limited

Walkerville **Ontario**

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

Successful since 1856

SELL

SIMMERS' SEEDS

They sell They grow

Over 100% Quick Profit

Let us send you this handsome Simmers "Silent Salesman" and 500 assorted packets of Simmers Famous Seeds.

Outfit Costs you only $22.50 **Retails quickly at $50**

Many a dealer clears 3 months' rent in 3 weeks rapid-fire sale of Simmers' Seeds—*"THE SEEDS THE PEOPLE WANT."*

Special Trade Quotations
on Grasses and other Seeds
Write today for same. They will make you money.

J. A. SIMMERS LTD., Toronto

And they come back for more

When you sell to a drill user his first Jacobs Chuck you are sowing the seeds of an increase in your mill supply business.

All the world over mechanics recognize Jacobs Chucks for their accuracy, their firm grip, their time-saving convenience in adjustment—and they come back for more.

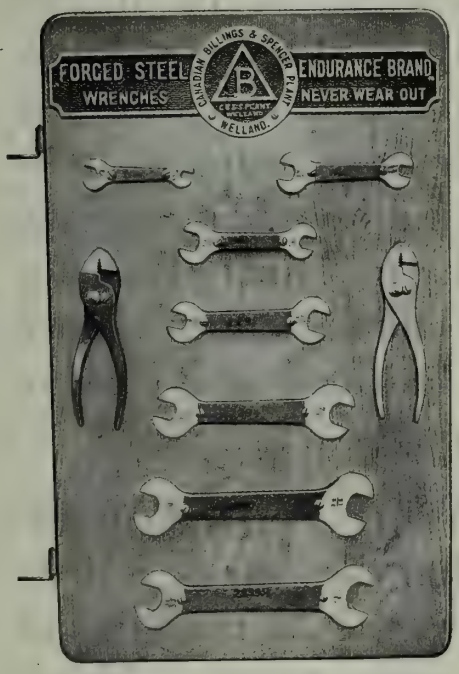
In selling Jacobs Chucks you benefit by their reputation for reliability, and gain in desirable trade. Order some to-day.

Dept. H. M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

CANADA
FOUNDRIES & FORGINGS
LIMITED

YOUR PROFITS *for* 1920



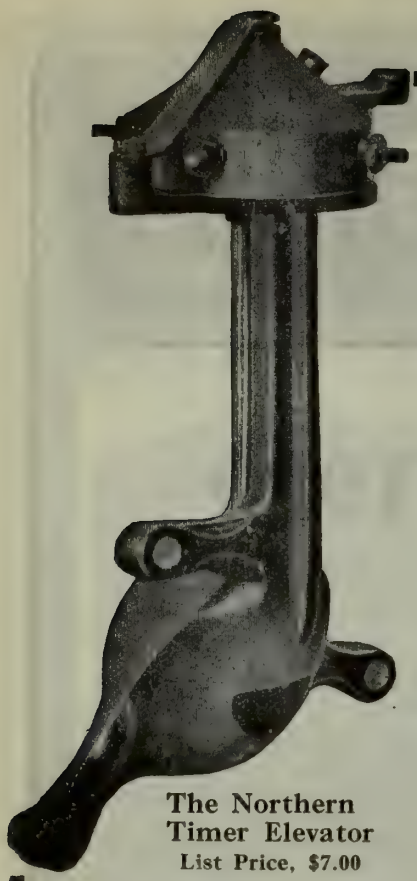
HINGES ON YOUR STOCK

See Your Jobber

PRODUCED AT

JAMES SMART PLANT
BROCKVILLE, CANADA

Spend Your Dollar in Canada and See It Again!



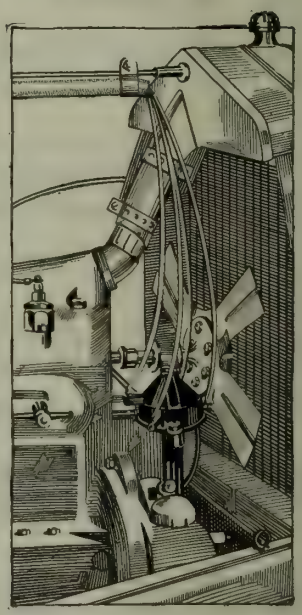
The Northern Timer Elevator
List Price, $7.00

The Drawings show you why

NORTHERN TIMER ELEVATORS

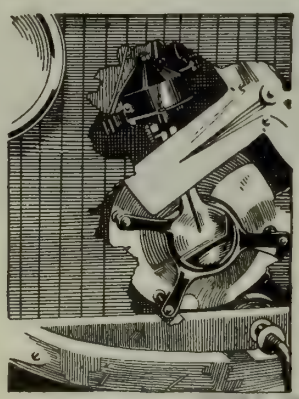
are among the best selling Ford Accessories you can possibly stock

AS A PRACTICAL AUTOMOBILE MAN you know the disadvantages of the Timer in its ordinary position and how perfectly the Northern Timer Elevator solves the problem. It lifts the Timer at once to the most accessible position and clear of mud, grit, oil and dampness.



Showing accessibility of Timer when Elevator is used. Note that the water and oil from the motor cannot reach it.

THE DRAWINGS, WITH A DETAILED EXPLANATION of what they mean is driving these facts home to the layman in our consumer advertising this month. He is being impressed with the absolute utility of the Northern Timer Elevator—how different it is in this respect to the average accessory offered him. Are you prepared for the resulting business?



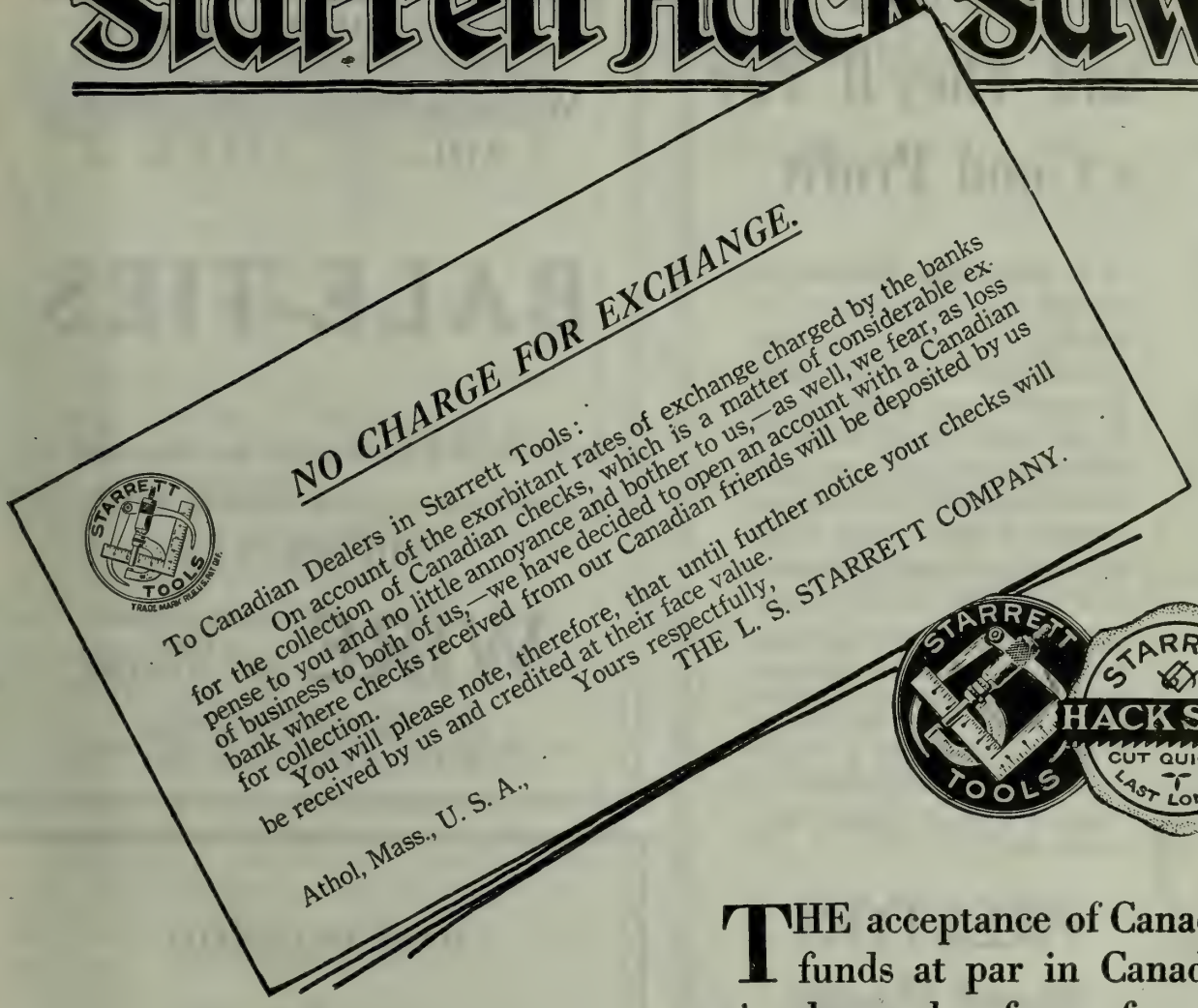
The Northern Timer Elevator in position behind the radiator.

Our nearest House can ship from stock.
Write them for Consumer folders.

Northern Electric Company
LIMITED

Montreal Quebec Toronto Winnipeg Calgary Vancouver
Halifax Ottawa London Regina Edmonton

Starrett Hack Saws



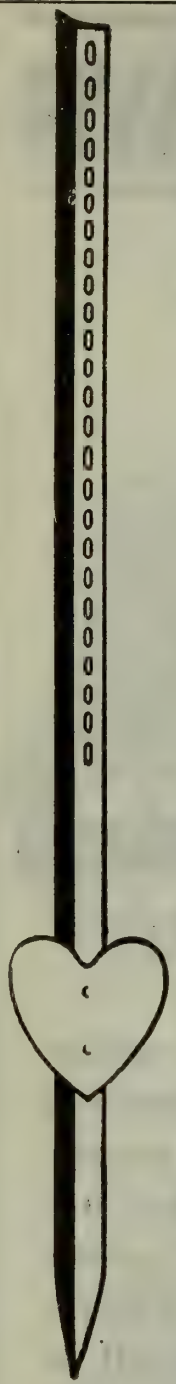
THE acceptance of Canadian funds at par in Canada is simply another form of expression of the policy that has governed The L. S. Starrett Company for 40 years in its relations with those who sell or use fine tools.

STARRETT CATALOG
No. 21 "M A"
will be sent free to any address on request.

THE L. S. STARRETT COMPANY
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-26

Starrett Tools



They'll Sell Well and They'll Pay a Good Profit

We offer the Hardware Trade an opportunity of adding a new line on which good money may be made—our Steel Fence Posts have many evident advantages—and our list prices for them are in most localities such that they can easily be sold in competition with Cedar Posts.

Besides, we can furnish you with plenty of arguments whereby it may be shown conclusively that the Cedar Post is as much of a "back number" as a snake-fence.

There's a good dealer discount on

PRESTON Steel Posts

you can make satisfactory profit on every sale—and the sales will be easily made and numerous.

Your customers will not be able to resist these features:

1. **Easy to drive**—which means a great saving over cedar posts, in cost of installation.
2. **Never rot, break, burn or buckle**—therefore, economical as to cost of upkeep—cheapest of all posts in the long run.
3. **Lightning proof**—because the steel "grounds" the wire—therefore, safest for stock.
4. **Neat in appearance** — and never out of alignment—adding greatly to the value of property.

Write for particulars and prices; and we will explain how this can be made one of the most profitable lines in your store.

Metal Shingle & Siding Co.
LIMITED

PRESTON TORONTO SASKATOON
WINNIPEG MONTREAL CALGARY

THE
LAIDLAW BALE-TIE CO., LTD.
Factory and HEAD OFFICE: HAMILTON, ONT.

We manufacture and carry the LARGEST STOCK of

BALE-TIES

in CANADA and are thereby in a position to give IMMEDIATE SHIPMENTS

WIRE ALL SIZES FOR ANY PURPOSE

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

MADE IN CANADA

—

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

—

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

Announcing—

WILLIAMS' "Vulcan" Forged-Cutter Tool Holders give unequaled service to those who prefer the solid, forged-type of cutting tool. Each Holder, by the mere insertion of small High Speed Forged-Cutters, is adapted to the heaviest service on Lathe, Planer, etc.

The economy and convenience of this line, when installed as standard shop equipment, is at once apparent, as all blacksmith work, to say nothing of the very considerable investment necessitated by heavy, solid forged-tools of costly High Speed Steel, is eliminated.

Absolutely simple in construction, yet possessing all the advantages of the solid tool without its expense.

Cutters, drop-forged from the finest grade of High Speed Steel, in stock in a great variety of sizes and types, finished and hardened ready for use.

Ask for descriptive booklet

J. H. Williams & Co.
30 Richards St., Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., agents for Manitoba, Alberta, Saskatchewan and British Columbia

Williams' "Vulcan" Forged - Cutter Tool Holders

Standard Quality Means Easy Sales

If you offer a customer "Famous Five Files" you offer him what he knows is the standard in its line.

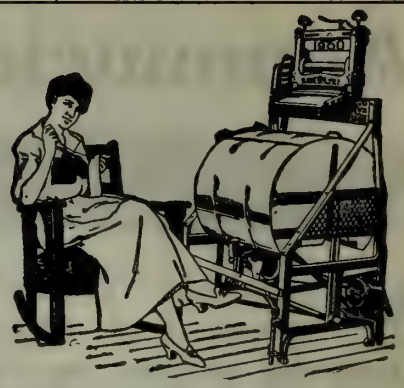
It is easy to sell him and he will be satisfied, because he gets good value for his money.

It is only necessary to stock Famous Five to have profitable sales.

We carry big reserves; your stock can be replenished by your jobber as soon as it runs out.

The Famous Five are:

Is Your Washing Machine Department a "LIVE" One?



Never before has Milady's wardrobe contained so many dainty, fluffy things which cannot be entrusted to the mercies of the local laundry.

Efficient Domestic Help is at a premium—and yet these "dainty things" **must** be laundered.

There is but one way to solve the problem—a washing machine in the home.

You can help the women of your locality to solve the problem forever—at the same time netting profits and good will for yourself.

Stock the "1900" Cataract Washer. Then display it—talk about it—train your clerks to talk about it.

1900 CATARACT Electric Washer

Keep your Washing Machine Department not merely "alive," but booming and you will be amazed at the increase in your profits.

Through our extensive advertising campaigns—every woman knows that the "1900" Washer means ideal quality and efficiency. Our line is complete—Electric Motor, Engine Power, Water Power and Hand Washers are included.

A liberal profit is allowed on all "1900" models—and it is a wonderful satisfaction to know that you are selling "the best on the market"—the washer the women demand.

Write to-day for catalogue and further information.

Nineteen Hundred Washer Co.

357 Yonge Street, Toronto

Our Objective—An efficient representative in every centre.

Time to Order FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

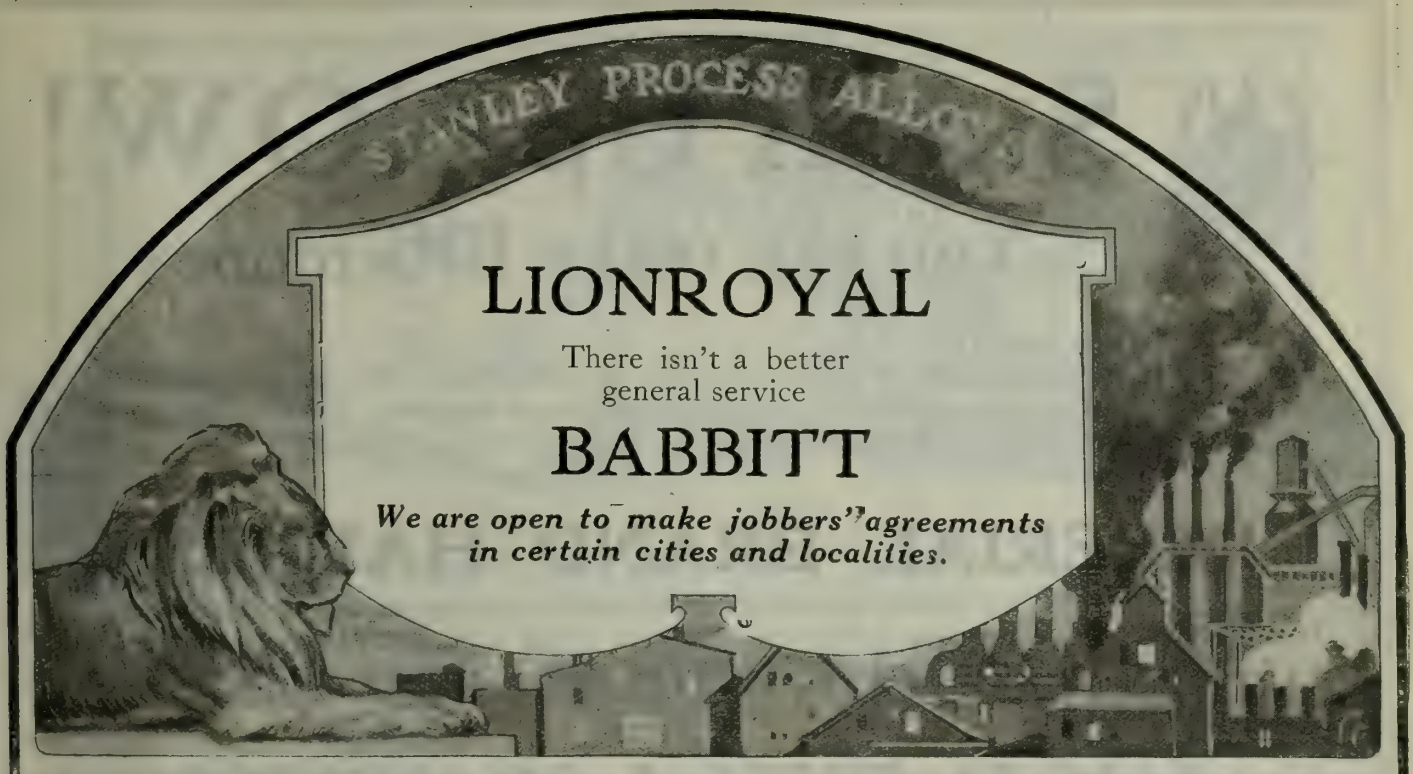
The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.



LIONROYAL

There isn't a better
general service

BABBITT

We are open to make jobbers' agreements in certain cities and localities.

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

ALL STEEL ANVILS

We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs.

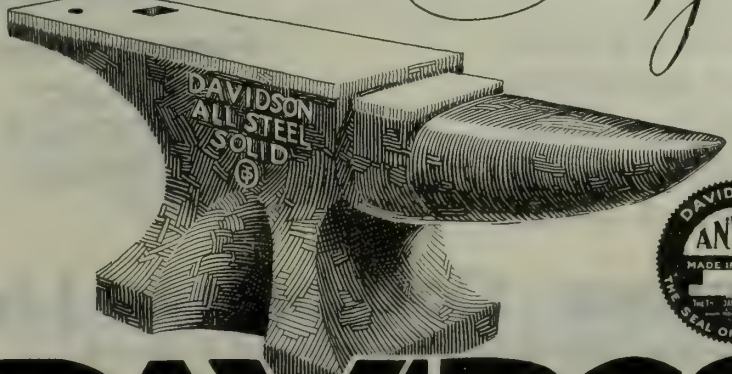
The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.

The Thos Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot



DAVIDSON'S ANVILS MADE IN CANADA THE SEAL OF DURABILITY

DAVIDSON

Stock Up NOW!

You can make BIG money

Farmers will buy their harness in the next two months. With the price of leather sky-high, you'll find it very difficult to sell them unknown harness. If you come out with Imperial Brand, an old and tried favorite, the sale will be made easily.

IMPERIAL BRAND HARNESS

If you haven't Imperial Brand Harness in stock, order a supply at once. Prices and terms gladly furnished on request. Remember, early orders mean early delivery.

SAMUEL TREES & CO., LIMITED

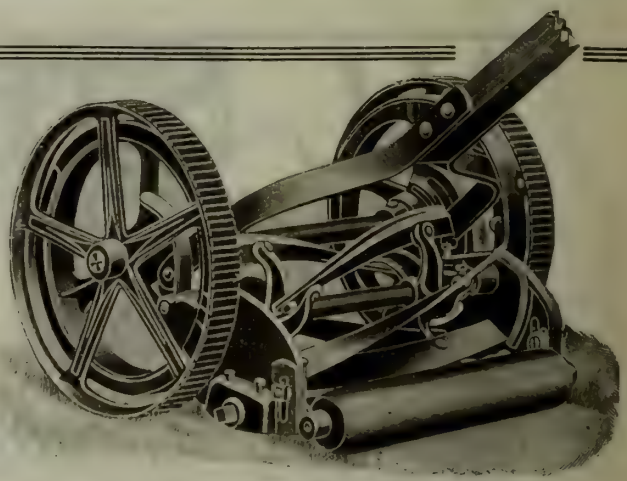
42 Wellington St. E., Toronto

Lawn Mowers

"The Test of Years"

Because of the high grade workmanship and quality of material used, T.-F. lawn mowers stand unequalled.

We are the only concern in Canada who make an absolute specialty of this line extending over a period of 40 years. Our name being on every machine is a guarantee of quality.



Famous Names:

—"ADANAC"
—"WOODYATT"
—"EMPRESS"
—"STAR"

Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES CO.,
246 Craig St. W., Montreal.

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.,
1070 Homer Street, Vancouver.

H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

The Sign Stopped Him

You rarely hear a motorist ask, "Have you any Imperial Polarine?" He only stops where he is reasonably sure of getting it.

When the motorist wants Imperial Polarine (and six out of ten Canadian motorists use it exclusively), he does not want any substitute—and he does not waste any time on it.

Motorists know that wide-awake dealers have Imperial Polarine or Imperial Premier Gasoline signs, and display it where it can be seen from the road.

Of the thousands of dollars' worth of Imperial Polarine sold annually in your territory, **the most of it is sold by the dealers who make the best display.**

Make your store headquarters for Imperial Polarine. Have the Imperial Oil man put the Imperial Polarine sign in a conspicuous place. Stock the five grades in all sizes—half-gallon, gallon and four-gallon lithographed sealed cans. Twelve and a half-gallon steel drums, barrels and half-barrels of wood or steel.

Imperial Polarine gives you a splendid margin of profit—is advertised extensively to your customers through newspapers—gives complete, thorough lubrication and satisfaction.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(light medium body)
IMPERIAL POLARINE HEAVY
(medium heavy body)
IMPERIAL POLARINE A
(extra heavy body)

One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For efficient automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

The registration of motor cars and trucks this year is 30% greater than a year ago—go after the business. You can sell carload orders. Ask the Imperial Oil man to tell you how and show you the profits.

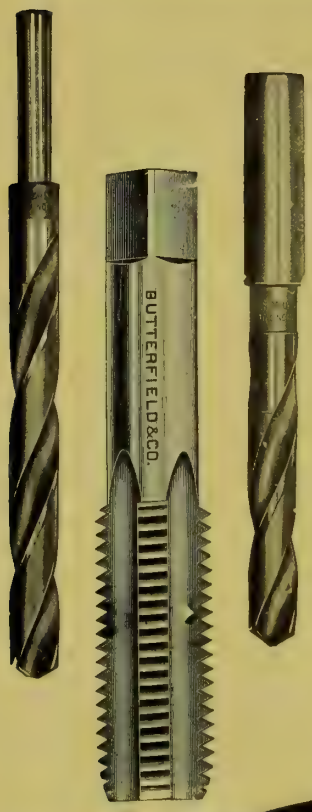
IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

BUTTERFIELD



Milling and Gear Cutters

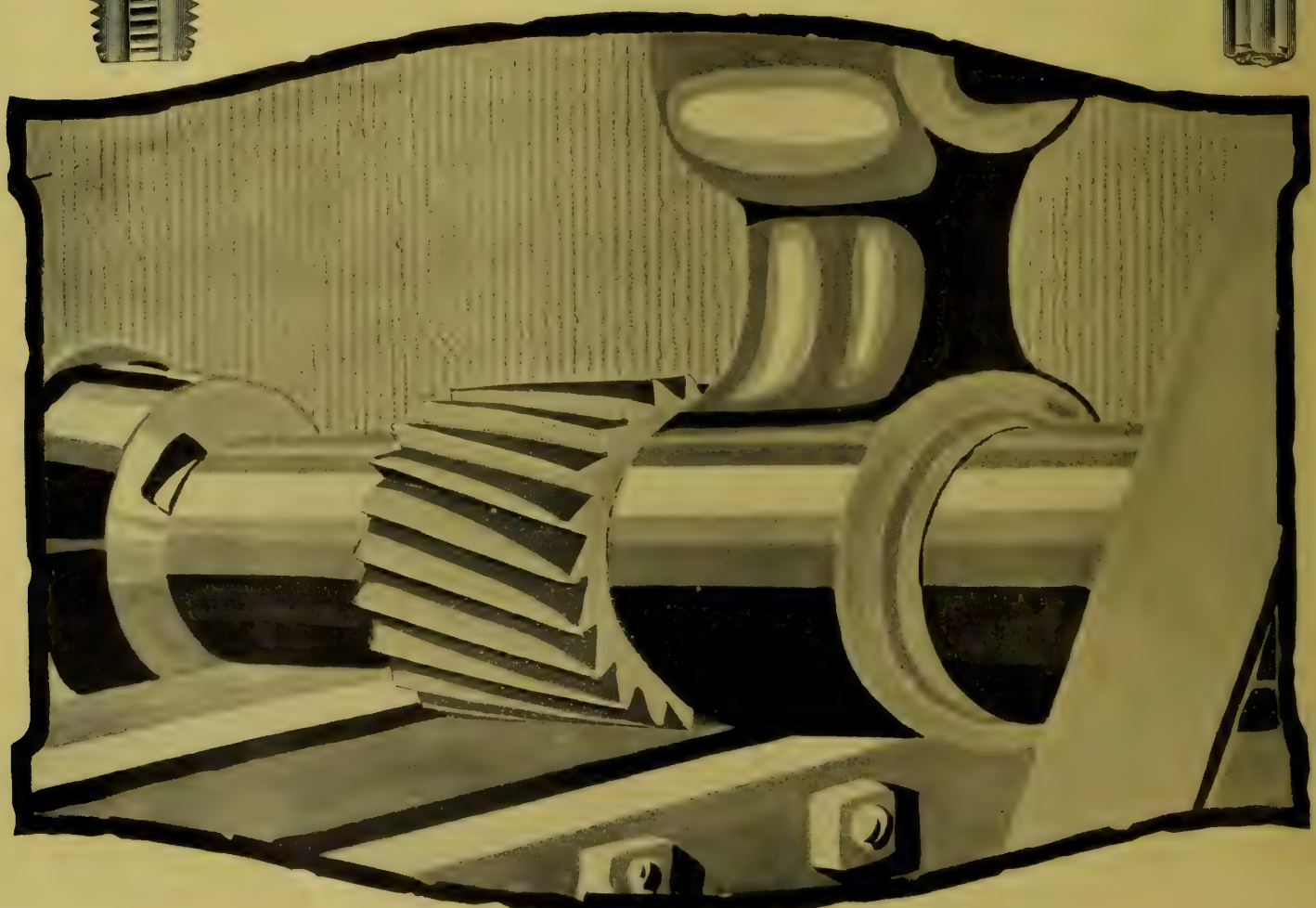
of carbon and high speed steel serve long and accurately like the rest of the Butterfield Tool "family." Butterfield Tools have a reputation backed by their thousands of users —for durability, accuracy and speed.

We will be glad to explain, to dealers who write us, how Butterfield Popularity will produce dollars for the retail merchant.

Write for Catalog

Butterfield & Co. Inc.

Rock Island
Quebec



Stewart No. 1 Ball Bearing Clipping Machine

Keeps the Horse Fit

Stewart No.1 Ball Bearing Horse Clipping Machine

Someone will sell a lot of Stewart Clipping Machines in your community this spring. Why not YOUR store?

Every horse, mule and cow-owner in your community is a possible customer for Stewart Machines. The efficiency and satisfactory service of the Stewart will readily impress them.

Clipping keeps the horse fit. It relieves him of his heavy coat, saving his strength, and prevents colds, stiffness, pneumonia and other horse ailments.

Clipping keeps cows in condition—drives out lice and other pests. Regular clipping of cows on udders and flanks during winter and early spring makes clean milk possible.

Our advertising campaign in leading Canadian farm papers is boosting sales for dealers. We are telling your customers to "INSIST ON A STEWART—the kind that always satisfies." Stock Stewart Machines, and they'll buy from you.

Ask your jobber NOW, while he can supply you.
Good profit for you in every sale.

Chicago Flexible Shaft Company

5608 Roosevelt Road Chicago, Ill., U.S.A.

Our New Catalogue is in the Mail

Have You Received Your Copy?

IF not, fill in the coupon, return it to us, and one will be mailed to you immediately. The new C. G. E. catalogue of Automotive Supplies and Garage Equipment ("Tested for Service") is exceptionally well illustrated and simply brimful of useful information.

We have endeavored to make our new catalogue so interesting that it will be looked upon as a ready reference Book of Automotive Equipment.

Make Sure That You Receive Your Copy

Canadian General Electric Company, Limited

Head Office **TORONTO**

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

Canadian General Electric Co., Limited—Toronto

I have not received my copy of your new catalogue.

Name .....

Address .....H. & M.

It's the Spark That Moves the Motor

Goliath

"Built for Endurance"

A Quality Plug

THE fitness of the Spark Plug for its work, the ability of the plug to energise the gas mixture completely, developing maximum power at every stroke of the piston, is what determines the measure of engine power and the quick or sluggish response to the Accelerator.

The Goliath Plug "won its spurs" through giving unfailing satisfaction. The shell is of heavy blued steel; firing points are of meteor wire. The porcelain, designed for super-strength at points of greatest strain, is made of the finest Cornish Kaolin hardened to rock-like strength.

For Ford Cars, the Goliath is without an equal.

Canadian General Electric Company, Limited

Head Office - TORONTO

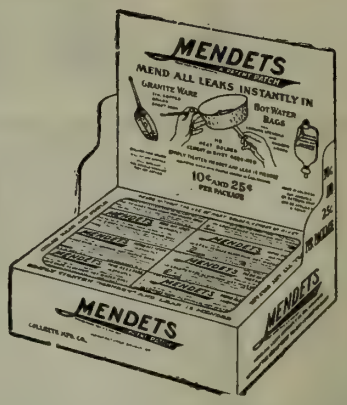
Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

MENDETS
A PATENT PATCH

Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company
Collingwood, Ont.
Your jobber has them



"Crescent"

The Line that takes little Space, a Small Investment And gives Quick Turnover

For Dealers' Profit

The Crescent Company's line of Small Tools and Hardware Specialties is well known by name. When serving customers mention Crescent goods and your customers will appreciate your store, for they believe in Crescent Tools and respect the judgment of the dealer who sells them.

At all Good Jobbers

Canadian Representatives

Campbell Agencies
Toronto, Canada

The Crescent Company, Meriden, Conn.
Remember "Crescent" for Trade building

Buy This Silver Cream Today

This is a most popular silver cream—because it is economical and highly efficient.

Stains and tarnish soon disappear from knives, forks and other silver pieces when you use

IDEAL SILVER CREAM

It imparts a brilliant lustre that makes silver look like new. It cleanses and polishes simply and easily. It cannot scratch the most delicate surface.

Get a bottle to-day at your dealers.

Canadian Polishes Limited
Successors to
DOMESTIC SPECIALTY COMPANY
Hamilton - Ontario

Gendron
Invalid Wheel and Rolling Chairs

The misfortunes of war have created special need for these comfortable, easily handled chairs. Built with attention to every small detail that tends to promote comfort, or relieve suffering, they are without a superior.

A dependable, salable line that the dealer may offer with confidence that every sale promotes future business.

The Gendron Mfg. Co., Limited
137 Duchess Street, Toronto, Canada

An Injector with features that close the sales

Morrison

Injectors that offer 40 pounds more field. A reliable, trustworthy injector that sells as well as it operates. Morrison High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure, from 4 to 300 horse-power, and are made in sizes from 3/8-inch to 2-inch.

These reliable injectors are but one of the popular and satisfying Morrison lines.

To sell them insures satisfied customers and a prestige for your business that maintains the respect of your customers.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, Toronto, Ontario

The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

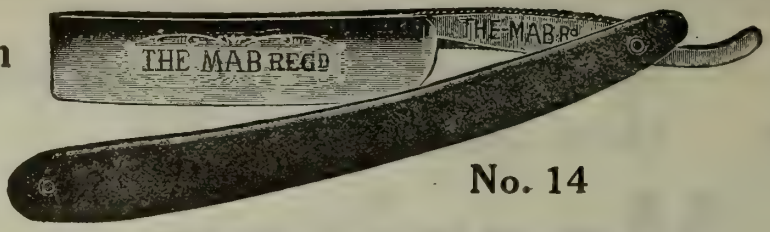
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.
LIMITED
GALT, CANADA

A safe and certain line for all Hardwaremen



No. 14

25 years reputation

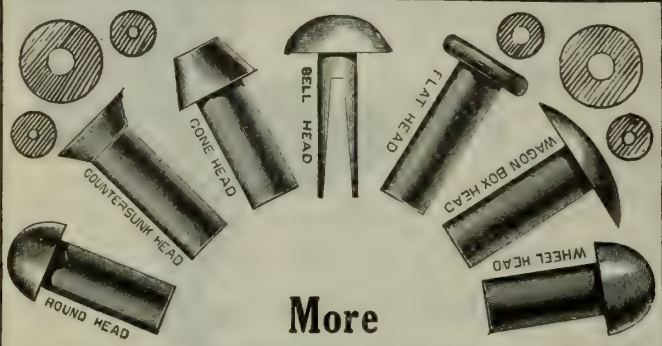
The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto Telephone Main, 6510

Made by THE MAB CO., Birmingham and Sheffield, England



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets,
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, etc.

The Parmenter & Bulloch Co., Limited
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

VOL-PEEK

MENDS HOLES IN POTS AND PANS

Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $2.25 for our bright-colored display stand of 24 packages. 60% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Sno-Wite
Enameled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

The World's Largest Selling Child's Vehicle

A Year Round Staple

Kiddie-Kar is no novelty or toy to sell in some brief season. Kiddie-Kar sells all the year round for either girls or boys for use indoors or out. It knows no season.

Well made. Well known. Well advertised. It pleases both children and parents. Dealers find it a quick-selling, profitable line—a business-builder.

Canadian K. K. Co., Limited
Elora Ontario Canada

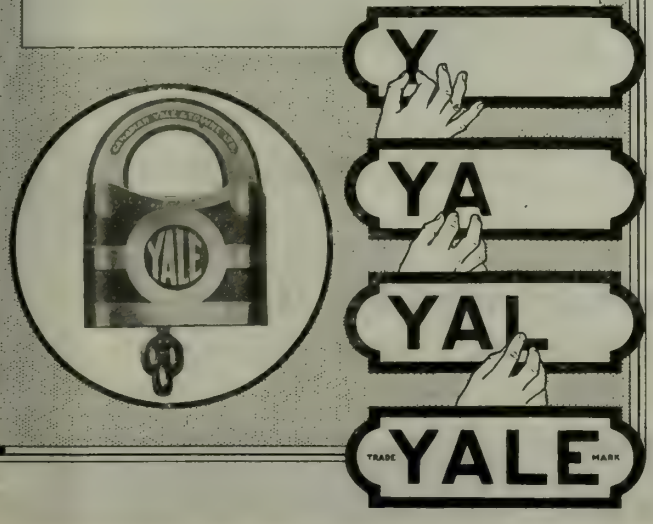
BUILT upon the quality of the goods themselves, Yale Padlocks, Night Latches, Door Closers and Builders' Hardware, Yale prestige exerts a powerful consumer demand that is capitalized by the Yale dealer.

It is profitable to stock a line so well known, so extensively advertised throughout the Dominion, and so certain to give satisfaction.

You are invited to inspect our plant at St. Catharines, Ontario.

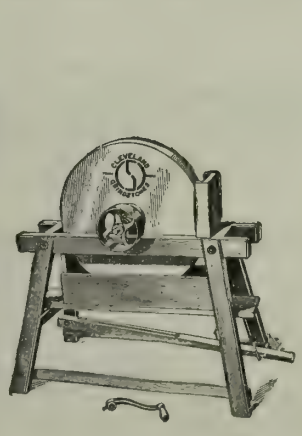
"The trade-mark 'Yale' helps make the sale."

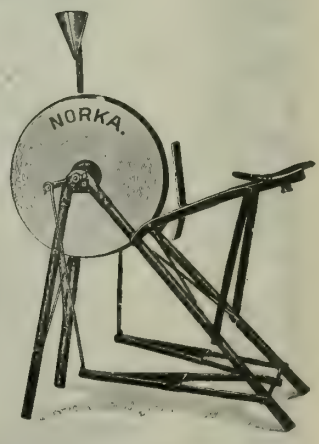
Canadian Yale & Towne Limited



Cleveland Grindstones
PRESERVE TOOL TEMPER

CLEVELAND TRADE MARK GRINDSTONES





THE CLEVELAND STONE CO.
Union Bldg. Cleveland, Ohio

Bisset & Webb, Limited, Winnipeg, Man.
Western Distributors

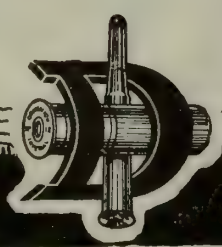
Ammunition Makes the Trip Successful

Bear this in mind when your customers are ready for their big game trips. Many will insist on Dominion Ammunition—suggest it to the others—not only because it means bigger profits to you, but because it means satisfied customers and future good-will and business.

The big "D" trademark represents a high quality standard that the experienced sportsman has proved to his satisfaction, and he will insist on Dominion cartridges for his big game trip.

Good judgment tells you that this means more sales for the dealer who carries Dominion Ammunition. Build your ammunition business on these facts.

Order from your jobber to-day—Dominion Metallics in all calibres.



Dominion Cartridge Co., Limited
Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MARCH 13, 1920 No. 11

CONTENTS

Says Electrical Business is a Winner For Hardware Merchants 29-31
Storing and Handling Explosives—New Orders-in-Council 32
Practical Pointers in Selection of Type 33-34
Pressure Systems Offer Opportunities 35
Canadians May Get British Hardware 36
Ottawa Hardware Merchants to Discuss Board of Commerce Order 37
Editorial Comment 38-39
Events in the Trade 40-43
The Clerks' Department 44-45
New Hardware Goods 46
The Markets at a Glance 47
Weekly Hardware Markets 47-55
Weekly Paint and Varnish Department 56-64
Some Weaknesses of Paint Merchants 56
Expects New High Records in Paint Sales 58
White Lead Advances 60
Weekly Paint Markets 62-64

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9138.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

WHEN IN THE MARKET FOR

Sheet Copper
Sheet Lead
Sheet Zinc

AND ALL INGOT METALS

Submit your specification to us. Owing to the assorted stock kept by us we can usually make prompt shipment.

A. C. Leslie & Co., Ltd.
560 St. Paul St. West
MONTREAL

IN BUYING

"QUEEN'S HEAD"

GALVANIZED IRON

the question of price is forgotten in the satisfaction afforded by the quality.

In order to ensure delivery by first direct steamer, it would be unwise to defer placing your order any longer.

John Lysaght, Limited
Manufacturers
Bristol, England

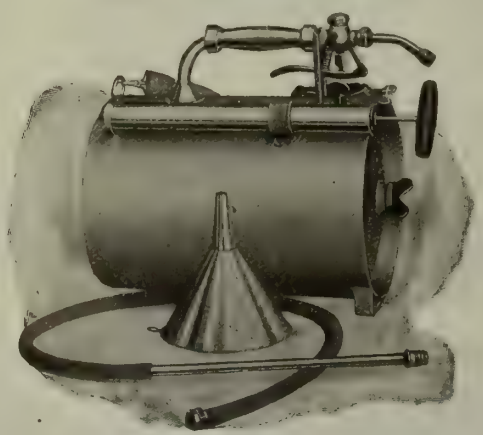
A. C. Leslie & Co., Ltd.
Canadian Agents
MONTREAL

Eureka Fountain Compressed Air Sprayer

No. 110—Galvanized Steel Tank, Aluminized.

No. 111—Brass Tank, Polished and Lacquered. Capacity, 2½ gallons.

A wide and varied line of sprayers including glass. Ask about these and other quick selling lines.



For Spring Business

Now that "reconstruction" is well under way, men home from war, and many entering large or small farm and orchard projects, this Spring will show greater activity than ever in such lines as sprayers, cultivators, wheelbarrows, planters and seeders.

The Eureka line has proved itself long since — to the consumers in far more than satisfactory service, and to the merchant in quick, profitable turnover.

Let us send you a catalog of the good-selling Eureka line, including the five successful lawn mowers.

Lawn mowers; cultivators; wheelbarrows; churns; sprayers; root cutters; planters and seeders, etc.

The Eureka Planter Co.
Limited
Woodstock, Ontario

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MARCH 13, 1920 No. 11

Says Electrical Business is a Winner for Hardware Merchants

"We Are Going Into Electric Utilities Stronger Than Ever," Says George Hubbard —Steadily Growing Demand Among Both Town and Country Buyers for Labor-Saving Devices and for Comforts in the Home

Based on an interview with George Hubbard, of Merrill & Hubbard, Barrie, Ont., by C. E. PARSONS, of Hardware and Metal

"WE are going into electric utilities stronger than ever. In doing this we are not only keeping up with, but ahead of the public demands. We have no more popular line in our store than electrical utilities, and every one that is sold sooner or later means the sale of more. Men and women, city people and country people, all are calling for these utilities, and from the country districts there is and will be for some time to come insistent demands for more and more electric power lines."

This is the way in which George Merrill of the hardware firm of Merrill & Hubbard, Barrie, Ont., summed up his views on the outlook in the electrical business to HARDWARE AND METAL.

Handle Fixtures Too

In addition to a steadily growing trade in electrical utilities the firm has a nice business in electrical fixtures. As may be seen from the accompanying illustrations they lose no opportunity of impressing the public that their store is the headquarters for these lines by attractive store and window displays.

"We have always given our windows good care," said Mr. Hubbard. "We believe that they are one of the best advertising forces that any merchant has, and as such should be given regular and care-

Note the attractive showing of electric lamps on a silent salesman that is filled with other equally attractive merchandise. Keep the people interested all the time they are in your store is the plan on which Merrill and Hubbard of Barrie, Ont., work. Note the display tables and stands. These are big business getters for the firm.

ful attention. We find that we get direct and immediate results, and our window displays have been more than satisfactory in their returns all the time."

Uses Price Cards

In its store and window displays a generous use is made of price tickets and this Mr. Hubbard says is a feature that has been found most valuable. He believes that the first thing that happens when a prospective buyer is attracted by an article on display either in the window or in the store, is to inquire: "I wonder how much that is?"

"If the price is shown," said Mr. Hubbard, "that question is answered right there. I believe it is the first thing that ninety-nine out of every hundred people want to know. A great deal of our business is done with farmers, and we know from experience that a very large percentage of them, and especially among the women, do not like the idea of walking into a store to find out the price of something that has interested them. They would like to buy, but they fear that if they go in they may have to take something that may cost more than they are prepared to pay. Many of them do not like to go in and get information without buying. It is a serious thing, but people of this kind, and there are more of them than one would think, almost invariably have ideas of prices that are away wide of the mark. They picture to themselves prices that are much higher than the real prices.

Makes it Definite

"By simply giving them the price right before their eyes in large figures, their first and most important question is answered and they are not given any chance to get away or to deceive themselves with prices and arguments that exist only in their minds."

It is important, especially when dealing with buyers from the country, in the opinion of Mr. Hubbard, to keep them interested in your store. The most effective combination for maintaining all-round interest he has found is regular and attractive advertising, regular and attractive window displays, regular and attractive store display.

Care and attention must be given to each unit of this combination if the maximum results are to be obtained. One of the essentials for its success is persistency.

Must Work Continually

Efforts are partially wasted, he believes, when a merchant has an attractive advertisement and does not back it up by a window and store display. Similarly it is not reasonable to expect the best results if a nice window display is put in and is not backed up by newspaper advertising. Effective window displays backed by "punchy" advertising will lead to more business if the interest of the prospective buyer who has been led to visit the store is maintained, and even perhaps stimulated, by seeing everywhere he turns attractive displays of merchandise.

In putting this combination into effect he says it is most important to keep in mind that the adverising that is done, the displays that are made in the windows and in the store are seasonable.

It is also important that each unit of the combination be carefully and persistently used.

To Get Results

One advertisement may produce results, but in the long run it is the appearance week after week of your list of offerings that is going to keep the buyers looking to see what you are offering and make them permanent customers. If you advertise once and then forget to advertise again for six or eight weeks, hundreds, perhaps thousands of prospective buyers are going to forget temporarily, at least, that you are in business. Especially will this be the case if there are one or two live advertisers in town also selling the same lines of merchandise.

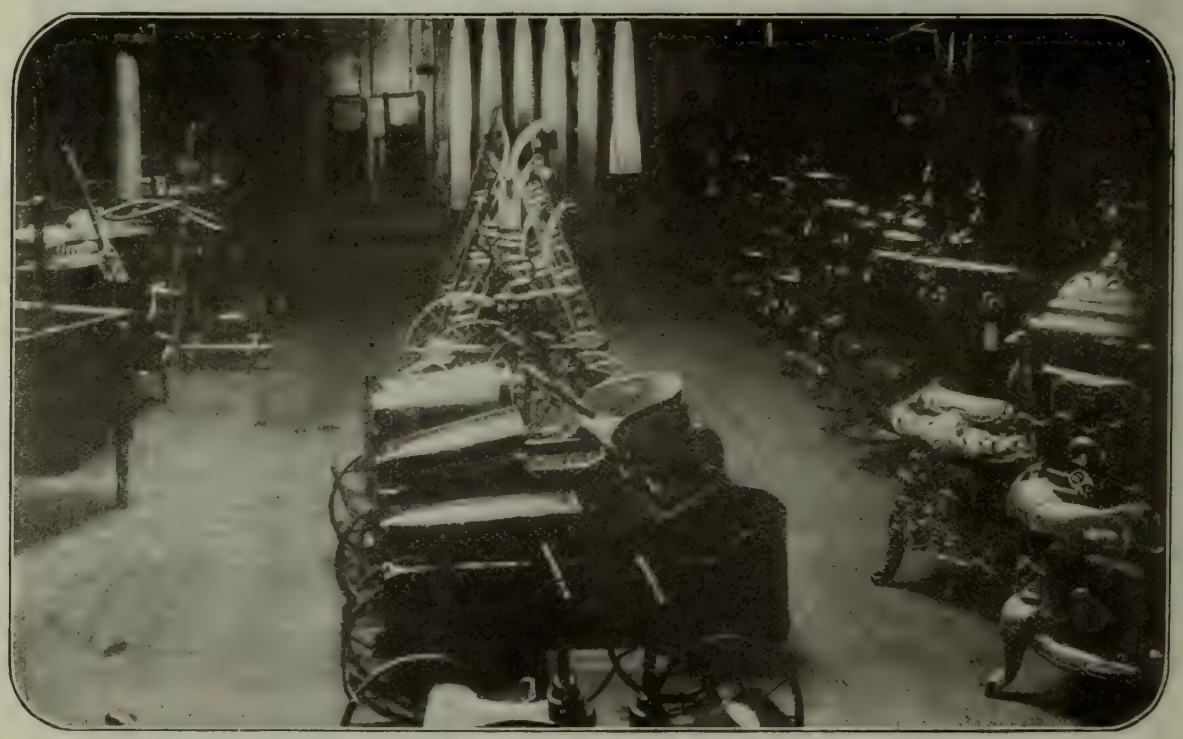
"Advertising has produced splendid results," said Mr. Hubbard. "We aim to have a message regularly to the people of the town and countryside. We vary the size of our ads. according to the seasons.

Uses Illustrations

"We always try to use some illustrations in arranging our copy. They not only brighten the advertisement up but people like to see a picture of what is offered. Women, we find, are doing more buying than ever before and they follow the advertisements very closely. They like to see an illustration of what they are planning to buy and picture in their minds just what it is going to be like and how it is going to look in their homes. No one has realized more thoroughly the value of illustrations in selling than the mail-order houses, and most merchants can take a lesson from them along this line with profit. Attractive illustrations have a real value in connection with advertising, and we find it decidedly good business to use them."

Gets Women's Trade

In connection with the tendency for women to do more buying than formerly, Mr. Hubbard stated that very often during the busy seasons on the farm there



At the rear of the store of Merrill and Hubbard at Barrie, Ont., is a special display room where various seasonable lines are kept for inspection. The merchandise is changed continually and is a centre of real interest for many shoppers.

Displays of electrical fixtures look well at any time, but particularly at night. Merrill and Hubbard of Barrie, Ont., put them in frequently and have obtained excellent results in steadily growing sales. Read what Mr. Hubbard says is an essential stock.

will be two women come into the store during the day for every man.

"The women frequently drive in in automobiles," he said, "and get what is required and save the time of the men. Women's trade is well worth watching all the time. We have frequently in connection with our advertising found that it is good business to have a section for the women, in which recipes are given. They look for these and at the same time read about special offerings we may have for housewives. We can trace direct results very often by checking up the things that people have asked for and which we have featured in our advertisements."

Paint Sales Increase

In commenting upon the sales to women, Mr. Hubbard pointed out that the firm's paint sales have been showing a steady increase. Last year's business was, he said, fully twenty-five per cent. greater than in any former year. He attributed this partly to the increased interest that has been aroused in getting women to paint chairs, tables and furniture generally and also generally home painting which they can do. Every season, he says, sees more and more women developing the painting habit, and every season sees more work done in the homes. Another factor in helping paint sales in the rural districts is that farmers are appreciating as never before the value of buildings and implements they have and are trying to preserve the property they have so that they will not have to replace it with new at the present prices.

Uses Mailing Lists

The firm follows up closely all paint prospects with its mailing list system, and the mailing lists are also profit bringers in increased sales of fencing and roofing. Sales of fencing average four cars each season, and roofing sales about 800 squares.

In the country around Barrie a good deal of stock is raised, and by going after the trade in stock foods the firm has increased its sales ten times in a couple of years and the business is still growing.

Want Labor Savers

Mr. Hubbard stated that there is a steady and very substantial market among both city and country people for all labor-saving equipment and for devices which will make the home more comfortable. Such lines, he says, as washing machines are constantly being called for, with a strong tendency noted for either electric or water-power machines. There are still many places

Continued on page 37

MERRILL & HUBBARD

The illustration shows a section, greatly reduced, of one of the advertisements of Merrill and Hubbard. Note especially the generous use of illustrations and the prominence given to prices. Are there any ideas here that you can adopt in arranging your advertising?

Storing and Handling Explosives

Hardware Merchants Who Handle These Products Affected by Orders-in-Council Which Have Just Been Issued by the Government

A NUMBER of important changes in connection with the regulations dealing with the storing and handling of explosives have been made by the Government, and Orders-in-Council passed putting them into effect.

In addition to the regulations given below in Order-in-Council No. 472, changes and amendments have been made in the regulations regarding transportation of explosives other than by railway. These are contained in Order-in-Council No. 361. Those who are interested in this phase of the matter may obtain copies of the regulations by writing to Ottawa.

Affects Merchants

Order-in-Council No. 472 is as follows:

Regulations limiting the amount of authorized explosive that may be kept in places other than licensed factories and magazines, and prescribing the manner in which it shall be handled and stored in such places:

1. Explosives shall not be kept in any place for private use in excess of an amount hereinafter specified, or for sale or other purpose in any store or warehouse other than a magazine licensed for the purpose, or other magazine or store excluded from the Explosives Act in accordance with the provisions of section 2g, to an amount exceeding that allowed by the following regulations or such less amount as may be authorized by the Provincial or local authority, or in a manner other than prescribed by these regulations, which, however, do not apply to premises used for the keeping of any one of the explosives of the 6th (Ammunition) class, division 1.

2. Premises in which such explosives may be kept may comprise either a detached store or a suitable receptacle, or both, provided that the location and construction of the store, and the nature of the receptacle, and the manner of their maintenance, are as here described.

A Detached Store—That is, a building or excavation,

(a) detached from any dwelling house, and situated at a safe distance from any highway, street, public thoroughfare, or public place;

(b) made and closed so as to prevent unauthorized persons having access thereto, and to secure it from danger from without;

(c) Exclusively appropriated for the keeping of explosives, and which,

(1) If a building is well and substantially constructed of brick, stone, concrete, or other uninflammable substance, and

(2) If an excavation is excavated in solid rock or earth, or mine refuse not liable to ignition.

In regard to any detached store the following regulations shall be observed:

(a) The door of the store shall be of substantial construction, and shall open outwards, and shall be kept securely closed and locked except when the store is required to be open for the receipt or issue of explosives, or for other necessary purpose;

(b) Adequate provision shall be made for the ventilation of the store;

(c) The interior of the store and all fittings therein shall be so constructed, covered or lined, as to prevent the exposure of any iron or steel, or of any hard or gritty surface, or the entry, detaching or accumulating of any grit, iron, steel or similar substance — preferably brass or bronze fittings, nails, etc., should be used in place of iron.

(d) The interior of the store shall be kept scrupulously clean.

(e) In the case of any explosive being kept which is liable to be dangerously affected by water, such as those of Class 3, Division 1, due precautions shall be taken to exclude water from the store.

(f) Any article or substance of a highly inflammable nature, or any article liable to cause fire or explosion shall be kept at a safe distance from the store.

(g) No fire, lights, matches, oiled-waste, iron, steel, grit, or any article liable to cause spontaneous ignition, or likely to cause explosion or fire shall be taken into, or permitted to be at any time in the store;

(h) All tools or implements kept or used in a store where explosives are present, or in opening, securing and removing packages containing explosives shall be made only of copper, bronze, brass, gunmetal or wood.

(i) The store shall have the word "Explosives" clearly displayed thereon in large Roman letters — in red on a black ground.

A suitable receptacle: that is, a substantial receptacle:

(a) which may be placed inside a dwelling house, or inside any such building as is not itself adapted for the keeping of

(b) Explosives, provided that its location is not changed from that which may be prescribed by the authority approving of such storage, and which

(c) shall be in a part of the premises away from goods of an inflammable nature, and where

(d) it will be of easy access for removal in case of fire.

In regard to any receptacle the following regulations shall be observed:

(a) It shall be provided with a closely fitting lid or door secured by a lock, and hinges and fastenings—preferably of copper or brass, and otherwise closed and secured so as to prevent unauthorized persons having access thereto; and shall be kept locked except when required to be open for receipt or removal of explosives, or other necessary purpose.

(b) It shall be exclusively appropriated to the keeping of explosive.

(c) It may be made of wood, copper, or other suitable material.

(d) The interior of the receptacle and any fittings therein, shall be so constructed, covered or lined, as to prevent the exposure of any iron or steel, or any hard or gritty surface, or the entry, detaching or accumulating of grit, iron, or steel or similar substance;

(e) The interior of the receptacle shall be kept scrupulously clean;

(f) The receptacle shall have the word "Explosives" conspicuously painted thereon in Roman letters — in red on a black ground.

3. If it is desired to fill cartridges for small arms with explosives on any premises which are authorized for the keeping of explosives in store or receptacle, and such work is permitted by local authority, the following conditions must be observed:

(1) The room in which the filling is carried on shall be detached from, but conveniently near to, the store or receptacle.

(2) There shall not be in the room in which such filling is being carried on more than five pounds of explosives, except it is made up into safety cartridges.

(3) Any work unconnected with the making of the cartridges shall not be carried on in the room while such filling is being carried on.

(4) There shall not be in the room while such filling is being carried on any fire or any artificial light, except a light of such construction, position and character as not to cause any danger of fire or explosion.

4. Only the explosives, the keeping of which on the premises is in accordance with Provincial laws or Provincial or local regulations may so be kept, and there shall not be kept on any such premises either any explosive which is not an authorized explosive, or any explosive of the 5th (Fulminate) class.

5. The quantity of the explosives which may be kept in the premises shall not exceed the following or any less amount prescribed by the Provincial or local authority.

In a detached store:

150 pounds of gunpowder, or in lieu of each pound of gunpowder one pound of manufactured fireworks or two pounds of such manufactured fireworks as are classed as "shop goods" or two pounds of small arm nitro compound or one pound of any other explosive, and in addition not more than 2,000 detonators and of explosive contained in first division of class 6,500 pounds, in reckoning which 150 rifle or 150 shotgun or 500 pistol cartridges, or 350 feet of safety fuse may be taken as equivalent to one pound of powder; provided that nothing in these regulations shall prevent the issue of larger quantities of explosives, when required for early use, as for land clearing, mine prospecting, or other like purposes, to responsible persons, on the authority of officers of the local authority, or in unorganized districts, of that of the justices of the peace, or officers of the Dominion or Provincial police.

In receptacles:

25 pounds of gun powder with substitutes as above, provided that not more than 10 pounds of blasting cartridges are so kept, and in addition not more than 200 detonators and of explosive contained in first division of class 6,500 pounds. Provided that where the keeping of explosive both in a detached store and in a receptacle in the same premises is allowed, the total quantity so kept shall not exceed that maximum specified for the detached store.

6. Where various descriptions of explosives are kept on the same premises they shall each be kept in separate stores or receptacles, so separated from one another as to effectually prevent fire or explosion in one communicating with the other, subject nevertheless to the following qualifications:

(a) The various explosives of class 1 (gunpowder), class 2 (nitrate mixture), class 3 (Nitro compound), class 4 (chlorate mixture), safety fuse belonging to the 1st division of class 6 (ammunition), and such of the various explosives of the 2nd division of class 6 (ammunition) as do not contain any exposed iron or steel, may be kept with each other without any intervening partition or space.

(b) The various explosives of the 1st division of class 6 (ammunition) may be kept with each other without any intervening partition or space.

(c) Such of the various explosives of

Continued on page 34

Practical Pointers in Selection of Type

Using the Right Type Will Go a Long Way in Making or Marring Your Advertising Copy—Study Any Good Advertising and You Will Get Ideas for Arranging Your Own Ads—Getting Your Copy Read is What Counts

MERCHANTS who write their own advertisements, and good, snappy, punchy advertisements at that, frequently undo half their own efforts by an unwise selection of type. Not everyone realizes the very, very important effects that choosing the right type has in connection with an advertisement. It may make the advertisement or it may practically ruin it.

After he has written effective copy for the lines he wishes to offer the merchant's troubles are not over. He must get his message read and the manner in which it is typed is really one of the deciding factors in its "pulling" power.

Helps Tell Story

Type helps to tell the story—to get over the atmosphere of your message. And the wrong type can give your message the lie as easily as the injudicious selection of words.

Every face of type has a language all its own. The bold, strong lines of Gothic suggest durability and strength. The slender refined lines of Caslon conjure the atmosphere of grace, refinement and quality. Old English says "Formality," "Colonial Days," "English atmosphere."

Here are some examples:

STRENGTH

Daintiness

Cheap John

Quality

Colonial

Note how these faces of type help to convey the qualities suggested by the words given.

To give you an idea of how the wrong selection of type can defeat the purpose of your message, look at these—

Iron **IRON**

Laces **LACES**

How can the daintiness of laces be conveyed with such a strong type as Gothic, or vice versa, the strength of iron with a frail, refined face like Goudy italic?

Should Know This

When you have succeeded in telling your story effectively in words, you can easily defeat the purpose of your advertisement by the selection of the wrong face of type—or an improper use of the right one.

The Point System

You ought to know something about type itself before going into the question of its proper use in advertising. The first thing you ought to have is an explanation of the point system. All type, borders and cuts are cast on this system, which in few words is this: For the purpose of measurement, an inch is divided into seventy-two points, each part counting as a point.

In measuring the height of the type seventy-two points are taken as a basis; ten-point type would therefore mean that the body of the type is 10-72 of an inch —not the face, but the entire height of the piece of metal.

The face of the type is always smaller than the body.

For Headlines

Display type is type that is bolder than body type. It is the type you use for headlines and to emphasize the important points in your announcement.

Body type is used for the text of your copy. The most popular type for the purpose is old style Roman and old style Caslon, because they are easiest to read.

Type talks as loudly as your story. Type can give your message the "lie"—you must select a face of type that conveys the spirit of your message.

Means to an End

But don't look at typography as a thing to itself. Typography is simply a means to an end. It should help to tell the story—become part of the picture. Don't think of type first. Get your copy written. Then say to yourself, "What face of type will get my message over?"

Before one chooses the style of typography that will best reflect the personality of the store that signs its name to the advertising it is important to ask yourself, "What sort of a store is this?" If your store is one that can do business without continually crying price you will do well to choose one of the daintier faces of type, like Caslon old style, Goudy, Cloister, Bodoni, Cheltenham old style, Bookman, Bulfinch or Pabst.

Strength of Display

If the store is one where strength of display is of paramount importance, such faces as Cheltenham Bold, Devinne, Adtype, Century Bold and Century Bold Italic are the thing. Do not get the impression that the latter are faces for "cheap" stores only. Many high-class effects have been obtained by using these faces.

Select the face of type for your advertising as carefully as you would the scheme of decoration of your store. Make it part of your policy. Give some thought to it. Select a face in keeping with the character of your product.

In working with type, the big thing to remember is that simplicity is the keynote of good typography. Involved type effects do not catch the eye and seldom get a reading.

To Get Attention

Use a headline to get attention—and after you have it, let the reader alone. Don't interrupt him with black type while he is reading!

Don't use wide measure of small type. It's hard on the eyes to travel from one line to the other when you do that.

The blacker the type, the more sparingly it ought to be used. Some advertisers think just the opposite. They believe that the blacker the type, the more impressive it is. It's poor reasoning—an ad must be easy to read above all else.

Don't Mix Faces

Another important fundamental is, "Don't mix type faces." Study the best examples of the experts in typography and you will note that the most pleasing and artistic effects can be had with a single face. To mix type faces and overdisplay your copy might be compared to a man who changes the pitch of his voice every other word he says to you —it is irritating.

If it is necessary to use more than a single face of type, variety may be obtained by the use of another member of the same "family."

For instance, in addition to Cheltenham Old Style, there are Cheltenham Bold, Cheltenham Condensed, Cheltenham Wide, Cheltenham Outline, Cheltenham Inline, Cheltenham Italic, etc. All of these variations of the same type family blend artistically, and you get variety without introducing the jarring discordant note of a face of type of a different "tone" than the main face in which your advertisement is set.

Legibility First Requisite

The chief function of type is to help get the message read. So the first thing to look for in selecting a face of type for advertising purposes is legibility.

Fancy faces of type might do for folders and announcements, but never for advertising. Like old songs that are not even a memory, hundreds of type faces have gone into the discard, while the good old faces of simplicity and strength like Caslon, Devinne, Bookman, Cheltenham, etc., are still with us.

Some of the larger stores select a series of type exclusively for their own use. This is not so expensive as you would suppose. A good selection would be the sizes from fourteen point to sixty

point. It is not advisable to buy anything smaller than fourteen point because the newspapers would rather set fourteen point and smaller on the linotype. In this way much time is saved in composition, and the type is clean and sharp at all times.

Are More Legible

Lower case letters are much more legible than capitals—bear that in mind. Use capitals sparingly—there is seldom a good reason for using a full line of capitals. Emphasizing a word here and there in capitals may be effective. To the inexperienced, a line in capitals may appear stronger, but the line is not as easy to read as it would be if caps and lower case were used.

Seldom use condensed type—it is hard to read. A smaller size of a standard face is easier to read than a large size of condensed type.

Use It Sparingly

Use italic sparingly if you would use it effectively, and wherever possible use it of the same type family as the face of type you are using for display—Cheltenham Italic with the Cheltenham family, etc. Go very slowly in using italic for body matter. A good-size paragraph of light italic is very hard on the eyes.

A good rule is "italic for emphasis only."

Rest the Eye

Break up long matter with subheadings. They rest the eye. The newspaper knows that—that's why you find short, black headings every few paragraphs of a newspaper story. But don't interrupt the reader too often with emphasis. How would you like it if every other word in your newspaper were set this way:

HARDWARE AND METAL is a trade What's the Best Way to Learn Good Typography?

The answer is, "play" with artistic printed matter; study every bit of good printing you can. Try to get copies of the specimen books of type founders. Study them and note well the examples they give of the possibilities of each face. Don't get the impression that you can only profit by the examples of things in your own line—every idea is adaptable—and you can get something of value from an example of good display of a business far removed from yours, and very, very often from the advertisements of the big department stores. Anything that will increase your appreciation of the artistic will aid you in acquiring good taste in typography.

White Space is Important

In fact a smaller face of type with plenty of "breathing room" is easier to read than a large size all crowded together. Margins set off masses of type to good advantage. They are not "space wasted" as many merchants figure. They are no more extravagant than the wide aisles of your store. Many an otherwise artistic advertisement has been ruined by lack of white space.

Leaded body matter, that is, matter that has space between the lines, is easier to read than solid matter. However, overleading is worse than underleading—it gives your ad. a scattered, strung-out appearance.

Uses of Borders

The function of a border is to hold together and unify the various elements of an advertisement. It should not attract attention to itself or it will defeat its purpose. There are many fancy borders that greatly enhance the appearance of advertisements, but when in doubt stick to plain rule. It's always in good taste, and always effective. Many pleasing combinations may be obtained with plain rule with a little ingenuity.

The More Popular Type Faces

This is far from being a comprehensive summary of type faces. The faces that follow have been selected because they are those that your newspaper will most likely have. There are scores of others that are eminently suitable, but the scope of this article does not allow for their reproduction.

Cheltenham Bold

The "safe" type—it's hard to go wrong in using it. A rare combination of strength and grace—that's why it is often seen in perfect examples of the advertising of stores of various classes. The modern successor to Devinne.

This Is Devinne

A good old face that has stood the test of time. Properly used it is suitable for almost any sort of announcement.

This Is Century Bold

One of the good old faces that never wane in popularity. A beautiful face with strength and character. Suitable for almost any announcement.

Century Bold Italic

A face of many purposes, shows up remarkably well in almost any sort of ad. Some of the best stores in the country are using it.

Bodoni Bold

One of the most classical of type faces. It is a rare combination of strength and refinement. Regular Bo

Regular Bodoni and the Italic both go well with Bodoni Bold.

Caslon Old Style

A beautiful letter that for no good reason is not seen in the large sizes as generally as years ago. Pronounced by many experts to be the most beautiful face of type ever created.

This Is Caslon Italic

The italic of the Caslon family, which goes so well with the parent face. Ideal for jewelry, cut glass, and those things about which you want to get over the idea of daintiness and refinement.

Old Style Antique

A frank, readable face that is a happy medium—not too black for advertising high-class things, not so dainty as to lack strength.

This is Gothic

A face of force and power—the type for the price appeal and those things where stability and strength are to be conveyed.

Cheltenham Old Style

Very popular, and justly so. A refined face for high-class stores.

STORING AND HANDLING EXPLOSIVES

Continued from page 32

the 2nd division of class 6 (ammunition) as contain any exposed iron or steel may be kept with each other without any intervening partition or space.

(d) The various explosives of the 3rd division of class 6 (ammunition) may be kept with each other without any intervening partition or space.

(e) The various explosives of class 7 (fireworks) may be kept with each other without any intervening partition or space.

7. Except when prohibited, or only to a lesser extent allowed by Provincial or local authority, persons may keep on their premises, for **private use**, and not for sale, and with reasonable precautions against accident or from damages from explosion, fire, or malicious action:

(a) A quantity of gunpowder or of small arm nitro compound not exceeding 20 pounds (including cartridges for blasting made of gunpowder), or of manufactured fireworks not exceeding five pounds (gross), provided that if more than one of these explosives are kept the total quantity will not exceed 20 pounds, except that where fireworks are obtained for immediate use, and are kept for a period not exceeding one month, the quantity of fireworks will not be limited, and

(b) in addition, a person may keep on the premises for private use and not for sale such quantity of safety cartridges as he may reasonably require for a rifle, revolver, or shotgun which he may lawfully possess and use, and

(c) if his premises are not situated in any town or village a person may, unless debarred therefrom by Provincial or local authority, keep on such premises for agricultural or other legitimate purposes, blasting cartridges not exceeding 20 lbs. in weight, and 200 detonators and such safety fuse as he may require, in addition to the explosive allowed in the two immediately preceding paragraphs, provided that the blasting cartridges are kept in a separate receptacle from the detonators, and that both cartridges and detonators are kept under lock and key.

8. Any person who is authorized to have in his possession explosives of any class and for other than his private use, shall keep a record of his receipts of all such explosives, except those included in the 2nd division of class 6(manufactured fireworks), and also of his sales or issues of same, giving particulars of the person from whom received or to whom issued, with the dates of each transaction, together with the quantities and description of the explosives so transferred; and this record shall be open to the inspection at any time of inspectors of explosives, Dominion or Provincial police officers, or others deputed by properly constituted authority.

Pressure Systems Offer Opportunities

Fifty-Three Per Cent. of the Women in the Rural Districts by Actual Official Figures Asked for Running Water in Their Homes—Very Few Know That This May be Obtained at Prices Within Reach of All

NOT long ago the following question was sent out to several thousand farmers' wives in all parts of the country by the Department of Agriculture of the United States.

"What one change or improvement would be of the greatest benefit to your home, or which would you rather have?"

When one considers the really large list of devices of one kind and the other on the market for women to make a selection from, the replies received are strikingly significant.

No less than fifty-three per cent. of the women indicated that they would prefer the installation of some system by which they could have running water in their homes to any other improvement.

A Wonderful Opportunity

Just think of it, one woman out of every two desires above all else an ample supply of running water for the house. This offers a wonderful opportunity for the men in the trade.

A remarkably small percentage of these women, probably not more than one or two out of every hundred, have any idea that by the installation of a water pressure system they can obtain at a moderate cost the convenience for which they are longing.

Bringing pressure systems to the attention of these women, showing them what the systems will do, how easily they are installed, and how small is the upkeep, will mean business for the wide-awake merchant who goes after it.

Business is There

The business is there. It is only waiting a little sales talk and demonstration to be closed. Some of the men in the trade who have been giving the installation of pressure systems a little attention have been getting results that were not only surprising but satisfactory.

"My experience in the country districts was that the farmer's wife is the best one to take the matter up with first," said one hardware man. "She knows what she wants, but very, very few of the women know that they can get what they want at a price that is within the reach of all. Once they understand this and know that the system costs little for maintenance they never rest until they have prevailed upon their husbands to instal a system. If left to themselves, the men, from my experience, would keep putting the matter off. It is the women who generally inaugurate the campaign to secure equipment of this kind in the home and who see the thing through. The men are easy to "sell" on the proposition once they have been talked to by their wives, and are convinced that the women want it and that it will be a real help to them in their everyday work."

Too Much Hardship

When one realizes the conditions under which thousands of farmers' wives are working every day, especially in weather such as has prevailed recently, it is easy to understand their desire for improvement. One of the things she needs a hundred times a day in her work is water. Water for cooking, for cleaning, and for a dozen other purposes. And yet every time she wants it she either has to go herself or coax her husband or some member of the family to go—

Out through the snow to a pump that may be working or may not, or a well, or as is often the case, to a spring.

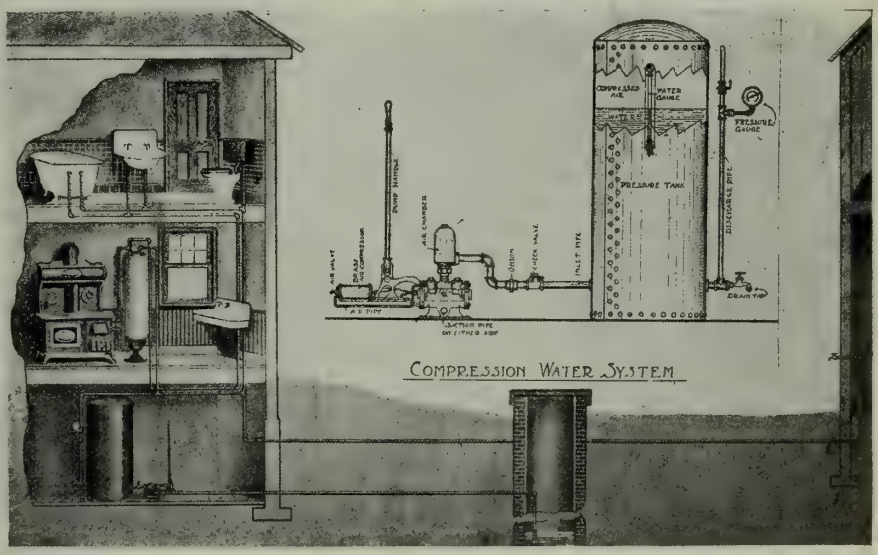
Whoever goes can only carry at the most two pails full, not a very generous supply, and one that is soon used up, and then another trip.

A Big Day's Work

"The cooking of three meals a day on a meagre allowance of water will necessitate ten buckets, which will make for cooking alone 1,200 pounds of lifting per day. When to this is added the water necessary for bathing, for scrubbing, and for the family washing, it will easily bring the lift per day up to a ton, and the lifting of a ton a day will take the elasticity out of a woman's step, the bloom out of her cheeks, and the enjoyment out of her soul."

Is It Any Wonder?

Is it any wonder that the thousands of women who are facing conditions of this kind every day are anxious to get away from them and will welcome any improvement? The great majority of these women are the wives of well-to-do farmers. They are ready and willing



The illustration shows a simply arranged pressure system for a farm home.

Just What it Means

A prominent engineer who made a careful investigation into the matter of water supply in the rural districts is responsible for the astonishing statement that many farmers' wives are lifting at least a ton of water a day. In his report he says in part:

"The getting of the water from the source of supply to the point of application requires more manual labor than any other item of housekeeping. The water for the kitchen has to be lifted from the well, carried to the kitchen, poured into a kettle, poured out of the kettle into the dishpan, and from the dishpan out of doors. This makes six times that the water is handled, and a bucket of water containing two gallons, with the containing vessel will weigh twenty pounds. When this is handled six times the total lifting is 120 pounds.

to spend the money, but do not know that water pressure systems are the solution.

A little campaign of education on the part of the men in the trade will produce big results. Once half a dozen of the pressure systems are installed and are in operation they will advertise themselves and will be one of the best talking points the firm can have to refer to.

Other Considerations

It is not only the women who will benefit by their installation but the whole household. "Plenty of water for everyone" means general satisfaction, especially when it is fresh, running water.

Put the facts before the people in your territory and cash in on the opportunities which exist on every hand. The business is there and it is a profitable

trade that offers endless possibilities for development.

In England Also

In connection with what has been stated above, it is of importance to note that the Women's Housing Subcommittee, which is working with the Government in England in plans to provide proper housing accommodation, especially in the Representatives of the Plumbers and rural districts, has stated emphatically in its report "that an improvement in the water supply of country districts is a matter of national urgency."

Mrs. C. S. Peel, one of the most active workers, says: "I have been collecting letters from women, and they all demand, before everything else, running water in every home."

Canadians May Get British Hardware

One Hundred Per Cent. Improvement in Factory Production—Workers Now Beginning to Co-operate, Says W. T. Evans

MONTREAL. — That Canadian trade may obtain British hardware and other lines which could be used to excellent advantage in the near future, is the opinion of Wm. T. Evans, a Montreal manufacturers' representative who recently returned after spending several weeks there investigating conditions.

"Production has doubled," said Mr. Evans to HARDWARE AND METAL, "since I was over there a year ago. There has been a wonderful change for the better, and production is being secured through the co-operation of the workers, who realize that this is the only solution of the present situation. For a time these people were victims of a condition that had been brought on by the war. They didn't want to work, for they had, in many cases, been shell-shocked, and, as an aftermath of the strain, they could not settle down. Now, however, they are beginning to realize what the Empire needs, and are tackling their work with new interest, and this is going to count."

Has Remade England

"The war has remade England, so to speak. There were small factories there that have greatly increased their output. Before the war they were very small concerns, turning out a few units, or a few hundred, where now they are turning out thousands; and they are often engaged in making entirely new lines that they never thought of making, their former business being a small thing as compared to the output of these new lines. This has been secured through the use of heavy, high-powered machinery. The factories were wanted by the Government in the war period, and were turned over to making munitions. This machinery, while standing unused for a time after the close of the war, has now been turned to the manufacture of all kinds of goods which are in demand in many foreign countries. Shipment of these goods is now being made to Holland, Denmark and Australia, etc. The factories are humming with business. And work is being turned out much faster by the adoption and application of new methods."

Deliveries Likely

Asked as to the possibility of obtaining manufactured goods from England in increased quantities, Mr. Evans stated that there was much encouragement; that actual deliveries would improve greatly.

"Particularly in some lines of special hardware and silverware will there b improvement. And the prices at which these goods can be laid down here will also be very favorable. I have recently sold goods to conservative firms who would not buy for a long time, but who realize, now, that prices are right. And goods are coming in right along."

"Supposing that the exchange situation should change, and the pound sterling revert to anywhere near its former position?"

To this question Mr. Evans replied that the increased production over there would enable sales to be made on a favorable basis. "But prices will never be what they were," he commented; "and there is no possibility of low quotations being made in the near future. Further than this, it is only the jobber who now anticipates his needs, and who orders now, who can expect to get his needs. The demands on the market are heavy. The world is hungry; there is no surplus; and manufactured products are being picked up as fast as they are made."

When Will They Get Dizzy?

Shortage of Sheet Metal May Mean Scarcity of Auto Radiators

Tool Boxes, Lamps and Similar Lines Will Also be Affected. All Steel Goods Increasingly Difficult to Obtain

MONTREAL. — A shortage is looked for of automobile radiators, and this is directly due to the shortage of sheet metal. As has been pointed out in HARDWARE AND METAL for a long while, the situation on this product was getting anything but better, and, as a consequence of the stringency, all steel goods had been increasingly hard to obtain.

In speaking with a large jobber of these goods in Montreal this week, he stated that radiators would be harder to obtain in the near future than ever before. Such a condition would also apply to tool boxes, lamps, and other metal goods made of similar material. "We have supplies for immediate shipments only and the goods now in stock; but as to the future, we can make no definite guarantee on stock or delivery."

Ottawa Hardware Merchants to Discuss Bd. of Commerce Order

G. N. Gray Says Board Should Have Furnished Each Firm With a List of the Articles on Which Returns Are to be Made

By Special Ottawa Correspondent

OTTAWA.—The Dominion Board of Commerce's recent order making it necessary for all hardware merchants to supply the Board with full information with respect to the cost and selling price of materials of all kinds used in the building industry prior to March 31, will likely be discussed from all angles at a meeting of the members of the trade to be held in the near future.

G. N. Gray, vice-president of the Gray-Harvey Co., Ltd., said he felt the hardware merchants of the city should be given an opportunity to express their views on the subject, and he intended calling a meeting shortly for that purpose. There is no association of hardware merchants in the city, but practically every member of the trade is a member of the Retail Merchants' Association.

Mr. Gray did not care to venture an opinion as to the wisdom or necessity of the order, but he said he felt the Board of Commerce should have furnished each hardware merchant with a list of the articles upon which returns were to be made.

Has Increased Sales

An example of the value of displaying goods where they are likely to attract the most attention may be seen in W. A. Rankin's hardware store on Bank Street. Recently Mr. Rankin spent several hundred dollars in alterations to his windows. He removed the glass from the rear and replaced it with panelling. Against the panelling, in the store, he has placed rows of shelves, and upon these shelves he is displaying copper goods, such as tea kettles, cuspidors, etc. These are on both sides of the main entrance, and are in full view of the customers as they leave the store.

"The result is that I am selling more of these articles than ever before," said Mr. Rankin.

Another case in point is furnished in McKinley & Northwood's Rideau Street store. They made a special window display of a scrub-car, a new invention to assist in scrubbing floors. Despite the fact that they were on sale at $3.50 each, three of them were sold in less than two hours.

"It's a pretty safe bet that we wouldn't have sold one for several days had they not been advertised in the window," remarked a member of the firm.

Plumbers' Demands

The plumbing trade is the only one in Ottawa which has reached an agreement with its workers so far. The journeymen plumbers presented their demands early in the season, and very little time was lost in reaching a settlement. Under the new agreement, the workers are to receive 75 cents an hour till May 1 this year, after which they will receive 80 cents. There will be no change in the hours of labor.

Two Inspectors

Ottawa has now reached the stage where it has been found necessary to employ two plumbing inspectors. In engaging a new inspector, the Health Department has given the preference to a returned soldier, William T. Carkner, who had considerable experience in the plumbing business before going overseas. Mr. Carkner has been made a permanent employee, at a salary of $1,500 a year.

Building Delayed

New building operations in Ottawa are being delayed pending an agreement between the workers and the employers. Committees of the local branches of the Canadian Association of Building Industries and Building Trades Council spent several days last week negotiating the agreements presented by the different crafts represented in the building trades, calling for increased wage schedules and better conditions. The various offers have been made by the employers, and are now being discussed by the different unions. It is likely all the agreements will be signed before April 1st this year.

Debatable Clause

However, there is one debatable clause in the agreement which may cause trouble. This is the provision for a closed shop, which the workers are insisting upon and which the contractors are strongly opposing.

It was undoubtedly owing to the uncertainty of the situation, as regards the new agreements, that only nine building permits were applied for during the month of February. These represented an outlay of $57,500. One was for an apartment house, at an estimated cost of $20,000. Only one of these permits was for a house, and that a small frame dwelling, to cost $1,800.

Want Improvements

Ottawa's suburbs are showing a keen desire these days to obtain up-to-date systems of sewage disposal. On the west side of the city, Westboro, on the Britannia line, is asking for an extension of the sewage system, to take in 1,400 acres. Surveys are now being made on this proposal. If the scheme is adopted, it will mean the building of an intercepting trunk sewer along the Ottawa river, with subsidiary sewers up through the district.

Then, on the east side of the city, Eastview is planning to build sewers along the Montreal road, with an outlet connection to the trunk sewer draining Ottawa South. From this sewer it is intended to build laterals throughout the village of Eastview.

Designed a System

Commissioner of Works A. F. Macallum has designed a sewage disposal system for the British American Nickel Company, at Deschenes, Que., which is just a few miles from Ottawa. The system comprises screens, tank and secondary treatments. It will be built by the company, and will likely be in operation towards the end of April. The British American Nickel Company will employ six hundred men this summer.

ELECTRICAL BUSINESS A WINNER

Continued from page 31

where electricity is not available, but the demand for it is such that Mr. Hubbard sees a big trade coming in electrical utilities just as quickly as power is available. There will, he believes, be many millions of dollars expended in building electric lines into the various rural districts, and every line that is built opens up just that many more opportunities for hardware merchants to sell equipment.

Are Willing to Pay

He commented also upon the fact that the great majority of the buying public to-day are well supplied with money and are demanding quality in merchandise, and are willing to pay for it. While this is true, generally speaking, Mr. Hubbard warns that judgment must be used in the selection of goods, especially such lines as electrical fixtures in order that the merchant does not get too high. While people are willing to pay fair prices there is a line beyond which the average buyer does not care to go in most instances, and it is in studying this that a merchant may either make or lose on his stock.

"Our sales of auto accessories," said Mr. Hubbard, "have been most satisfactory and the business has grown rapidly. I believe that handling auto accessories increases sales in other departments because the car owners, while they are in the store, frequently ask about and buy other things that they require for their homes

EDITORIAL COMMENT

MAKING WORK EASIER

ANY merchant or manufacturer who can show men and women how to make their work easier has a proposition that at once compels interest. That is the answer to the question why hardware merchants and others handling electrical goods cannot get enough of them to supply demands. It is also the reason why the production of electrical utilities and fixtures has grown from a few hundred thousand dollars a decade ago until it runs into millions now. Ten years from now, unless all signs fail, the electrical business in Canada is going to be many times what it is to-day, and to-day it is one of the fastest growing industries in the Dominion. Why? Because people have learned through practical experience that electricity in the home means comfort. It means the elimination of much hard work and it means the performance of some of the hardest and most disagreeable of household work with ease, efficiency and economy. Electricity will serve the woman on the farm just as efficiently as the city housewife. It will drive machinery or light the farm home just as nicely as it does the city residence. That is why the demand for more and more electricity is universal and will be until everyone who can possibly have it is supplied. Supplying these hundreds of thousands of prospective buyers in the coming years is going to be profitable business for somebody. Many hardware merchants are finding that their present business in electrical fixtures and utilities is well worth going after. These men are planning for expansion in the future. They see it coming and are getting ready for it. Every power line that is built into the rural districts is going to mean more business and requests for new lines are coming in so fast, both to private and public companies that they cannot keep up with the construction. And as yet, merely the fringe of the business has been touched.

A MANUFACTURER'S VIEW

"HOW much unfilled demand is there with the consuming public and to what extent will that demand be influenced by the high prices now prevailing," said a manufacturer in discussing with HARDWARE AND METAL the business outlook. "That is one of the real questions for both merchants and manufacturers.

"The indications over the country are that, whereas the cost of living has about doubled in five years, the advance in wages in many cases—and surely with a large proportion of our public—has grown to from two and a half to four times (per day) its former level.

"The excess earnings of a large portion of our population over the increased cost of living lead either to a considerable saving which will help correct the shortage in capital or to the employment of a larger spending power for the satisfaction of new standards of living.

"The taste for comforts and conveniences as well as the establishment of a wage level which gave opportunity to enjoy them, cannot be dispelled now that it has been cultivated. There seems no promise in sight to meet by increased production the augmented demand thus stimulated.

"It seems, therefore, that while there will be here and there a levelling of speculative orgies, or a temporary over-production of a few lines of merchandise for which the demand has not been adequately estimated, the general trend of prices, for the balance of the year, of products other than foods, will not be downward but possibly upward."

WILL AFFECT BUSINESS

ONTARIO hardware merchants are following with considerable interest the happenings at the Provincial Legislature, where the new Farmers' Government is just commencing its real career. One of the important matters to come up is a policy in reference to the housing scheme. It is stated that there is likely to be a good deal of discussion over this matter and that some of the members from some of the towns where houses have been built are going to ask a number of questions. Another matter that will interest business men generally, is the policy to be pursued in regard to good roads. From what has already been made public it appears that the Highways Department is fully alive to the importance of building and maintaining good roads between the rural and urban centres. Whether the generous estimates for road construction that are planned will go through remains to be seen. In connection with home building and public health matters, especially, the most important measure in the history of the Province is to come up for consideration in the proposed new plumbing by-laws for Ontario. These by-laws, which aim to make for standardization if passed, will probably serve as a model for the

entire Dominion. There are, it is stated, interests at work to prevent their passing and just what will happen is being watched with much interest by many of those in the plumbing trade. Generally speaking, there is more to be considered that is of interest to merchants than usual.

IS THIS FAIR?

LAST year in the Department of Weights and Measures expenditures of inspectors, owing, it is stated, to increased cost of travel, exceeded the revenue collected by something over $93,000. An amendment to the Act is being put through and a new scale of charges adopted for merchants. Just why the merchants have been singled out is not stated. Is it fair to make them pay more because the Department had a deficit? Are the officials doing anything themselves to reduce expenses. No information is available on this point, but it is easy to guess. Somebody has said that "It never rains but it pours." Between shortages of merchandise, scarcity of help, higher freight, telephone, cartage, express and goodness knows how many other rates, merchants have plenty to worry them. In the case of the weights and measures' increase, which is for the general protection of the public, it seems that the merchants might have been let alone.

SPRING IS HERE

SPRING is here, and to the average individual it is a little more than welcome. After fourteen weeks of steady winter and severe cold and ice and snow, with hardly a let-up of any kind, most people are glad to see the snowbanks gradually disappearing under the spring sun. From the standpoint of the merchant the business outlook, especially for hardware merchants, was never brighter. People generally never had so much money to spend, factories are busy and there is a call for capacity production. Farmers are preparing for one of the biggest years they have ever had, and it is well to keep in mind that the farmer is the largest purchasing force in the Dominion. He has been a splendid buyer in the past, and indications are that he will be an even larger buyer, because he is putting a percentage of the profits he is making into improvements for his home, his equipment and other things which mean business for the hardware merchants. The worst trouble on the horizon of hardware merchants seems to be the difficulty in obtaining enough merchandise. Just how this situation is going to work out it is impossible to say at the present writing. One thing is apparent, and that is that manufacturers are looking forward to good business. Not even in pre-war days was there such a continuous activity in the way of new companies being organized and existing companies enlarging their capitalization and extending their plants or installing new machinery to take care of more business. Never in the history of the Dominion has there been such a stream of inquiries for the products of Canadian factories as are coming to the Trade and Commerce Department.

THE FIRE WASTE CONTINUES

IN spite of all efforts to check Canada's enormous fire losses, large quantities of merchandise are constantly being reduced to ashes. In the past few weeks hardware valued at several hundred thousand dollars has been lost. During the past week losses in two fires alone totalled almost three-quarters of a million dollars. One of these was at London, Ont., where the freight sheds burned and the fire spread to a string of cars nearby. Eight of these were burned. One of them was filled with white lead and the other with paints. The cause of the fire is unknown. As pointed out in previous issues of HARDWARE AND METAL, it is not the $500 or $1,000 fire in the residence that makes Canada's huge total. It is only when stores or factories burn that heavy losses occur. This puts the problem of stopping these losses up to the men in charge of buildings where large quantities of merchandise are stored. Statistics prove that a very large percentage of the fire losses are due directly to carelessness. Merchandise is too scarce and too valuable to take chances on losing it, and it is the duty of every manufacturer and of every merchant to take every precaution possible to prevent fires.

CREDIT ACCOUNTS MUST BE WATCHED

AT present there does not appear to be many indications of lower prices in the majority of foodstuffs and, in fact, in other lines sold by the retail trade.

But sooner or later we come to the peak when there will be a more or less gradual decline to a normal basis. No one considers for a moment that prices will go back to where they were in 1914. As production, however, overcomes demand, as the demand for certain lines slackens there will inevitably be a readjustment.

Retailers for the above reasons should see that their credit accounts are in good standing. They should, in fact, be careful from now on as to who should receive credit and who should not. Customers should not be permitted to get behind with their bills. If a customer cannot keep his bills paid up now he never will be able to. It should be remembered that many people are spending money to-day on things that are not absolutely necessary, and letting their accounts with their merchants go by. By cutting off some of these unnecessary purchases they will be able to keep their bills paid up to date, but if this is not done, they must continue to let some of these bills stand and they as well as the merchants suffer.

By starting right now to see that all bills are paid when they should be, the merchant will have the satisfaction of security whether declines in price take place to-day, to-morrow or six months from now.

EVENTS IN THE TRADE

Business Changes

Rouleau, Sask. — J. A. Nesbitt, of Moose Jaw, and James F. Boylan, of Caron, have purchased the hardware business of C. Worden.

Innisfree, Alta.—Graham and Dickson have purchased the hardware business of Morris Bros.

Obituary

Francis C. Reynolds, aged 62, of 168 Harvard Avenue, Notre Dame de Grace, passed away on Monday afternoon after a week's illness with pneumonia. Mr. Reynolds was born in Bristol, Eng., but came to New York in 1890 as manager for the firm of Harland & Sons, varnish and paint manufacturers. In 1906 he came to Montreal as manager for the firm of Wilkinson, Heywood and Clarke, varnish and paint manufacturers on McGill Street. Later he went into business for himself here as manufacturers' agent.

Fire Losses

Campbell Agencies was one of the firms which suffered in the $500,000 fire which partially destroyed the McKinnon Building in Toronto. The loss to the Campbell Agencies was due to flooding by water, which poured down from the upper stories where the fire was fiercest. The firm has secured temporary quarters at 33 Richmond Street West, where its stock will be carried until the McKinnon Building is again ready for occupancy.

Personals

Mr. Geo. Varless, who has been for several years connected with Stewart and Wood in their retail store, has been transferred to the wholesale sales staff and will represent the firm, calling on merchants in the Eastern territory.

C. M. Murray, of Notre Dame, N. B., has joined the retail staff of the Sumner Company, of Moncton, N. B.

Trade Notes

R. W. Gilmore, Toronto, hardware, is discontinuing business.

R. S. Piper & Co., hardware, Fort William, Ont., have assigned to R. H. Neeland.

Letters patent have been granted to Grannan Philip, Ltd., stoves and tinware, St. John, N.B.

Lacombe & Son, Limited, Sherbrooke, Quebec, hardware, have been granted a provincial charter.

Paquette & Bonnier have been appointed curators for Lebeau and Lebeau, hardware, Montreal.

The Bishopric Wallboard Co., Ltd., of Ottawa, is succeeded by the Bishopric Mfg. Co., Ltd.

R. McClanahan, Belwood, Ont., hardware and furniture, has disposed of his business.

A. Sachs has purchased the plumbing and tinsmithing business of C. J. Werner at Mitchell, Ont.

Crane, Limited, Montreal, has been granted permission to increase its capital stock from $1,500,000 to 03,000,000.

The Canadian General Fire Extinguisher Company, Limited, has changed its name to Grinnell Company of Canada, Limited.

The Brown Boggs Co., Ltd., of Hamilton, Ont., manufacturers of sheet metal goods, are building a $25,000 addition to their factory.

The directors of the Consolidated Stamping and Enamelling, Limited, have changed the name of the company to the Republic Stamping and Enameling Company of Canada, Limited.

D. A. McDonald has been appointed sales representative for Manitoba for the Niagara Falls Metal Stamping Works, Niagara Falls, N.Y., and will have his headquarters at 141 Bannatyne Avenue, Winnipeg.

Montreal News

Mr. Ashdown, representing A. J. McRae, Toronto, was in Montreal on business this week.

Gordon C. Seybold arrived from Sudbury this week to assume his new duties with Starke, Seybold, Ltd.

L. C. Feldstein, American Enameled Products Co., Chicago, called this week on the Montreal trade.

C. S. Duncan, representing Motor Sundries, Ltd., Toronto, was in Montreal this week calling on the hardware trade.

Richard Dickson, of the Sumner Company, Moncton, N.B., passed through Montreal on a trip to Western points.

J. E. Deschamps has been appointed to the managership of the Notre Dame Hardware Co., 1172 St. James Street, Montreal.

A meeting of the hardware section of the Retail Merchants' Association was held on Wednesday night last, in the Dandurand building.

A. Orsali, of the Imperial Oil Company, who has been confined by sickness to his home for the past week or so, is again at his desk.

Mr. Thurber, representing the Nicholson File Company, Port Hope, Ont., is calling upon the Montreal trade.

Thomas Mortimer, representing Harpers, of Willenhall, Eng.; the Irwin Auger Bit Co., of Wilmington, Ohio, and John Rabone and Sons, of Birmingham, Eng., is making business calls in Montreal.

Herbert Kennedy, manager of the Standard Paint Co. of Canada, Ltd., who has been confined to the house through illness for the past three weeks, is now convalescing.

John A. Frazer, sales manager of Lewis Bros., Ltd., Montreal, left on Monday last for a trip to Southern United States' points, where he will remain for a time to recuperate from his recent severe illness.

New British Ruling Affects Exporters

The actual presence of an insurance policy among the documents incident to a "c.i.f." transaction is necessary in Great Britain in order to compel a purchaser to accept the consignment, the British High Court ruled recently in a decision of interest to exporters. Previously the submission of a certificate that the goods had been insured was all that customary procedure required.

The decision was to the effect that when goods were bought "cost, insurance and freight," the purchaser was not bound to accept the certificate of a broker, or anyone else, that they had been insured, but was entitled to call for the delivery of an insurance policy.

The ruling was the culmination of a suit brought against a purchaser who declined to accept goods because the insurance policy was lacking. His action resulted in a loss to the shippers, as the market had declined in the meantime. The shippers claimed that the acceptance of a broker's note or a certificate of insurance instead of an actual policy was allowed by custom.

Plant to Manufacture Cement at Beachville

Brantford, Ont.—A new company, organized in this city, to be known as the Ontario Cement Company, has purchased the plant of the Ontario Portland Cement Co., at Blue Lake, near St. George, and will remove the plant to Beachville, where the company has secured 170 acres of land, which will supply for many years to come the material to manufacture.

Jobbers Experience Many Serious Delays

The difficulty of obtaining goods which are in transit has been very manifest during the past few weeks. February deliveries have been held up in many instances and the jobber's stock has suffered accordingly. While it was possible previously to estimate when a given shipment would arrive, or approximately so, it is now utterly impossible to quote anything definite in the way of price or to give any satisfaction with regard to definite delivery date.

It would seem that the only resort the retailer has is that of protecting himself as early as possible on such lines as he feels confident he will be called upon to supply.

Mayor-Elect Samson Outlines His Policies

Inauguration of the new city council of Quebec aroused much interest. Mayor-Elect Samson, of the hardware firm of Samson & Filion, in his address, emphasized the two qualities of prudence and economy as guiding posts for the operations of his council during the coming year. He stated that the affairs of the city should be conducted in a strict and business-like manner, and the city must work in sympathy with all commercial, industrial and labor organizations.

Suitable lodgings for working men; the organization of fire-prevention system to reduce enormous fire losses; regulations regarding public utility companies living up to their contracts with the city; protecting taxpayers with regard to school problems; supporting the cause of temperance, and prosecuting offenders against public morals were outstanding elements of the ideals held by the new chief magistrate. He also stated that he would bring down, at an early date, the budget for 1920-21, as it referred to the financial situation.

Heavy Sales Made Of Seine Twines

MONTREAL. — HARDWARE AND METAL is informed that seine twines are very active, the demands of recent weeks having been excessive, and of sufficient totals to almost absorb the supplies of the makers. Consumers are now ordering more freely, and it is expected that the 1920 demand will have exceeded those of former years. Frequent advances have taken place, but these have not, in any appreciable sense, militated against sales. The tendencies are constantly upward.

A. E. BREGENT, SPORTING GOODS, SUCCEEDED BY NEW COMPANY

Bregent Sports and Cycles, Inc., announce the acquirement of A. E. Bregent, 206-208 St. Catherine Street East, Montreal. The personnel of the firm will be: A. E. Bregent, president; D. S. Courville, vice-president and sales manager, and P. Fleury, sec.-treasurer. The latter members of the new firm have been in the employ of Mr. Bregent, and it is stated that the new arrangements will afford the trade an improved service as well as making provision for the expansion which has come to the Bregent Company.

W. J. Illsey is Given a Fine Promotion

W. J. Illsey, who has been manager of the retail store of the J. H. Ashdown Hardware Co., Limited, at Calgary, will shortly be moved to Winnipeg, to take over a similar position. Mr. Illsey, who is a brother of A. H. Illsey, Montreal representative of HARDWARE AND METAL, began his business career at Picton, Ont., where he learned the tinsmithing business with his father, the late John Illsey. Later he was in the hardware business for thirteen years with Carter Bros. In 1906 he went to Winnipeg with the J. H. Ashdown Co. as assistant manager and was there until 1912 when he was appointed manager at Calgary.

W. J. ILLSEY

of Calgary, who has been appointed manager of the retail store of the J. H. Ashdown Hardware Co., Ltd. Mr. Illsey has been manager of the firm's branch at Calgary since 1912.

While in Calgary, Mr. Illsey has been an active figure in various public affairs, a driver of the Board of Trade, a member of the Kiwanis Club, and a member of the session of the Bankview Presbyterian Church.

He will be succeeded at Calgary by C. W. Patterson, of Winnipeg.

BUY HARDWARE BUSINESS

Rouleau, Sask.—J. A. Nesbitt, of the Moose Jaw Hardware Co., and James F. Boylan, of Caron, have completed negotiations for the purchase of the hardware business of C. Worden. The new owners will obtain possession as soon as stocktaking is completed. Mr. Worden purchased the business ten years ago from McGillivray and Montgomery.

Demands Exceeding Sap Bucket Supplies

Montreal.—"This has been the biggest season I ever saw for sap buckets," said Edward Goodwill, manager the Thos. Davidson Manufacturing Co., Ltd., to HARDWARE AND METAL, in discussing the situation. "We haven't been able to supply half the demand."

Mr. Goodwill stated that much of the difficulty of taking care of the demand arises from the fact that the trade does not, far enough in advance, anticipate their probable needs. "The manufacturer will only make up certain quantities of these goods, for they are a seasonable line, and once the demand is over for the year, this stock has to be carried through until the next. If the dealers would order early there would not be so much disappointment, with some, as there now is," said Mr. Goodwill.

Canadian Branch For Duskil Mop Company

The Kuskil Mop Company, of Paducah, Ky., are locating a Canadian branch factory at London, Ont. Messrs. Towe & Towe, who have been exclusive selling agents for the Dominion for this line, will be in charge of the manufacturing. The new company is known as the Duskil Mop Company of Canada, Limited.

Tin Plate Higher Because of Strike

London, England.—The South Wales steel workers' strike is extending. About 200 tin plate mills are idle, causing the price for prompt to jump to £3 15s. It is estimated that directly and indirectly 60,000 men are idle as a result of the strike.

It is reported that a French bid for 50,000 boxes of tin plate has been passed on to the United States.

Auto Horn Sales May Break Records

MONTREAL.—An immense demand exists for automobile horns and klaxons, and it is expected that this year will record bigger sales of these goods than any previous season. In speaking this week with a jobber, he told HARDWARE AND METAL that some goods were arriving now which were ordered twelve months ago. These goods, however, will be absorbed very quickly, and whereas a few hundred of them would have sufficed for a full season's business a few years ago, they are a mere drop in the bucket, so to speak, at the present time. It is impossible to quote definite prices on these goods, owing to the stringency of steel from which they are made.

Says Price-Cutting Stores Do Not Help Reduce Cost of Living

Advertising Man at Montreal Meeting Scores Practice, Which He Says is Carried on in Many Retail Stores Throughout the Country

IN an address given before the Montreal Publicity Association, Charles Holmes, of Canadian Advertising Agency, Montreal, strongly scored price cutting as it is carried on in many parts of the country in retail stores.

Introducing the subject, Mr. Holmes said: "Price-cutting stores are not public benefactors, nor do they help to reduce the cost of living. They are simply playing a huge confidence game on the public. If prices are cut on standard articles that the public know about, it is simply with the object of deluding the public into the idea that they are getting something for nothing; and they are paying for this delusion by being robbed on other articles in the store, which, if they knew of, would lead them to loudly protest."

Would Make It Up

In continuing his address on this important topic, Mr. Holmes argued that if the price were cut on a standard article, the dealer would make it up with something else, or that he would eventually go out of business. While cutting was going on in one part of the store, it was pretty safe to assume that robbery was going on in another part. Looked at from a dealer's viewpoint, price cutting was injurious, for it did not only demoralize general business and make it difficult for him to get a fair price for his goods, but it also created a feeling of ill-will amongst competitors, leading to price raising, and causing wholesalers to raise their prices, believing that the margin they allowed was too great or the price would not have been cut.

Mr. Holmes had occasion to point out his belief that price cutting was at the root of many of the big firms. Competitors had been forced out of business by price cutting, and although the public may have benefited for a short time, in the long run they had to pay the bill, because competition was abolished and prices again raised, once these big factors secured control.

For Chain Stores

Continuing, Mr. Holmes referred to the chain stores which were operated throughout the country, and claimed that they were established on this basis. A reduction in the price of standard articles, as made by them, was a basis to attract customers who were afterwards switched on to inferior-quality articles. Bargain sales were obviously necessarily built up on lies and exaggeration, and fixed prices were best for the consumer, the dealer and the wholesaler and manufacturer, because they created confidence in the goods bought and sold.

Following the address of Mr. Holmes, George Gales gave a vote of thanks, stated that the retailers had been fighting against price cutting for many years, but bargain sales were in vogue twice a year, and so they had to put them on. Merchandise sold through the retail stores to-day was disposed of at a bargain price, he claimed, even if the prices did not appear that way, because much of the merchandise purchased for future delivery was going to cost the public a great deal more than the merchandise marketed in the stores at the present time.

Duponts Make First Report Since the War

Wilmington.—The annual report of E. I. du Pont de Nemours & Co. for the year ended December 31, 1919, covering the first full year of work since the war, shows net earnings of $11,620,953, a decrease of $25,600,414 compared with 1918. Net sales last year aggregated $105,437,932. The report shows a total surplus of $71,741,304, of which $3,440,413 was added in 1919 after the payment of $3,648,822 as a 6 per cent. dividend on the debenture stock and $10,593,756 as an 18 per cent. dividend on the common shares.

In a statement, the company said the estimated undivided profits not reflected in the annual report amounted to $16,105,713. It is also said the estimated excess in net asset values of the principal stockholdings of the company over the values carried on the books amounted to $33,126,623. The largest of these items was that accruing by reason of the earnings of the General Motors Corporation, of which the Dupont Company owns more than 200,000 shares.

"Munition contracts with the United States Government," the statement said, "were cancelled after the signing of the armistice, and since that time continued efforts have been made to reach a settlement of the claims against the Government. The total amount of these claims is $27,595,377, against which the company holds advance payments of $20,758,088."

As a result of entering into the production of goods other than explosives, the statement added, the company has been able to retain 31,580 of its wartime employees.

Incorporations

Uxbridge Paper Box Company, Limited, head office, Uxxbridge, Ont., capital $120,000, plans to manufacture and deal in paper boxes and bags.

The Purdy Company, Limited, capital $40,000, head office, Oshawa, Ont., plans to manufacture and deal in plumbing and electrical supplies, hardware and sheet metal products.

County Motors, Limited, capital $40,000, head office, Grimsby, Ont., plans to manufacture and deal in automobiles, motor vehicles and accessories.

Walter Dean Canoe and Boat Company, Limited, capital $100,000, head office, Toronto, plans to manufacture and deal in boats, canoes, engines and motors.

Peterson Core Oil and Manufacturing Company of Canada, Limited, head office, Hamilton, Ont., capital $40,000, plans to manufacture and deal in oils, core oils and compounds.

The Duskil Mop Company of Canada, Limited, head office, London, Ont., capital $40,000, plans to manufacture and deal in mops.

United Rubber Company, Limited, capital $1,000,000, head office, Toronto, plans to manufacture and deal in rubber products.

International Laboratories, Limited, head office Winnipeg, capital $25,000, plans to manufacture and deal in paints, oil, varnishes, also builders' supplies and automobile accessories.

Sarnia Bridge Company, Limited, capital $500,000, head office Sarnia, Ont., plans to carry on a general business in iron and steel, and also to manufacture and deal in copper, zinc and hardware goods.

Simmons, Limited, capital $500,000, head office Montreal, plans to manufacture and deal in wood, iron, steel and brass beds.

Ingersoll Machine and Tool Company, Limited, capital $1,000,000, head office Ingersoll, Ont., plans to manufacture and deal in tools, hardware, machinery and implements.

Dominion Conduits Company, Limited, ital stock from $1,500,000 to $3,000,000. plans to manufacture and deal in conduits and piping.

Pocock Manufacturing Company, capital $100,000, head office Hamilton, Ont., plans to manufacture and deal in hardware, steel and iron household goods and utensils.

The Moncrief Furnace and Manufacturing Company, Limited, capital $50,000, head office Guelph, Ont., plans to manufacture and deal in furnaces, stoves, radiators and heating equipment.

Canadian Metal Window and Steel Products, Limited, capital $250,000, head office, Toronto, Ont., plans to manufacture and deal in metal window sashes, stained glass, metal and glass roofings and metal fixtures.

Changes Made in Regulations Regarding Weights and Measures

New Schedule of Fees for Self-Measuring Pumps and Computing Scales—Department Trying to Make Up a Deficit of $93,000 Last Year

ONCE again merchants are hit by the H. C. of L. This time it is due to the fact that aravelling and other expenses incurred by inspectors looking after weights and measures have so greatly increased that last year there was a shortage of $93,388.09. A simple way of making it up apparently is to revise the fees charged to merchants, and as a result the following has been issued at Ottawa:

Whereas the Minister of Trade and Commerce reports that the cost of travelling on the part of inspecting officers and the transport of their standard weights and inspection equipment has materially increased in the past four years, as well as official salaries;

That the excess of expenditure over revenue (fees collected) has steadily increased from $23,968.92 for 1909 to $93,388.09 for 1919, and the department recommends that the inspection fees should be increased to reduce this deficit and to make the Weights and Measures Inspection Service more nearly self-sustaining;

Therefore His Excellency the Governor-General in Council, on the recommendation of the Minister of Trade and Commerce and under the authority of chapter 52, sections 52 and 53, R. S. 1906, an Act respecting Weights and Measures, and chapter 75(1919) an Act to amend the Weights and Measures Act, is pleased to order that the Weights and Measures Regulations established by Order in Council of 7th November, 1914, as amended, shall be and the same are hereby amended and added to as follows:

1. Regulation 6, sub-section 4 (g) is amended to read as follows:

4 (g). The fees for inspection of self-measuring pumps shall be—

Of a capacity not exceeding 2 gals....$0.75
Of a capacity not exceeding 5 gals.... 1.00
Of a capacity not exceeding 10 gals.... 1.25

And in addition to the above rates 15 cents extra shall be charged for each capacity stop adjusted.

2. The following clause is added to Regulation 8:

Lineal Measuring Machines

The fee for the inspection of measuring machines which, by suitable mechanism, automatically indicate the length of material passed through (such as the measuregraph) shall be 25 cents each.

3. Regulation 13 is repealed.

4. Regulation 18, paragraphs 1 and 5, amended by Order in Council dated 31st January, 1916, is amended to read as follows:

Paragraph 1. When presented in quantities of twenty or over, the fee for the verification and stamping of twenty, twenty-five, thirty and fifty-pound weights shall be ten (10) cents each.

Paragraph 5. The fee to be charged for the adjustment of all weights, provided same is requested and authorized by the owner or user, shall be:

For weights up to and including 10 lbs. ..... 5 cents each
For weights exceeding 10 lbs..10 cents each

Such adjustment to be confined to the addition or removal of small quantities of lead.

5. Regulation 20, schedule E, and paragraphs 1 and 3, is amended to read as follows:

Fees to Be Collected for the Inspection of Measures of Capacity

Bushel and half-bushel.....20 cents each
Peck and submultiples.....10 cents each

Half the above fee on pints and submultiples at original inspection.

For multiples of the bushel and gallon the fee shall be the same as above for the first bushel or gallon, and five (5) cents for each additional bushel or gallon.

6. Regulation 21, amended by Order in Council dated 10th March, 1916, is repealed and the following is substituted therefor:

Fee to Be Charged for the Inspection and Stamping of Weighing Machines

(1) The following schedule of fees shall apply to all weighing machines of all classes within the capacities defined, except as otherwise provided for by special enumeration.

To weigh:

10 lbs.	and	under	.....	$0.25
"	to	30 lbs.	.....	0.50
31 "	"	250 "	.....	0.75
251 "	"	1,000 "	.....	1.00
1,001 "	"	2,000 "	.....	1.50
2,001 "	"	4,000 "	.....	2.00
4,001 "	"	6,000 "	.....	2.50
6,001 "	"	10,000 "	.....	3.00
10,001 "	"	15,000 "	.....	3.50
15,001 "	"	20,000 "	.....	5.00
20,001 "	"	40,000 "	.....	6.00
40,001 "	"	60,000 "	.....	8.00
60,001 "	"	80,000 "	.....	10.00
80,001 "	"	120,000 "	.....	12.00
And for each additional 10 tons.....				1.00

Computing Scales

Fees to include both scale and chart.

To weigh	2 lbs. and under	$0.25
	3 lbs. to 10 lbs.....	0.50
	11 lbs. to 25 lbs.....	0.75
	26 lbs. to 50 lbs.....	1.00
	51 lbs. to 100 lbs.....	1.50
	Over 100 lbs.	2.00

Personal Weighing Machines

To weigh up to 300 lbs.....$1.50 each

Railway Track Scales

	With railway test car	With test weights only
From 50 to 80 tons capacity	$12.00	$15.00
Over 80 tons	15.00	20.00

When test cars are not provided and when Government standard test weights are used, the expenses incurred for the cartage and transportation of such test weights to make track scale inspections shall be charged in accordance with regulation 22 in addition to the above rates.

The Test Car

Test cars to be recognized for track scale inspection work must be built of all metal and with a wheel base not exceeding eight (8) feet. The gross weight of the car should approximate twenty per cent. (20%) of the capacity of the scale inspected and fifty per cent. (50%) of this weight should be made up of 50-lb. test weights, heavier if facilities for handling are provided. In all cases such cars must carry 10,000 lbs. of 50-lb. weights.

The correct weight of such cars shall be certified to in such manner as the Department may determine.

Reduced Fees — More Frequent Inspections

When the inspection of scales, etc., is periodically made, by regulation or by request, more frequently than once a year, the fee to be charged shall be:

For semi-annual inspections, 60 per cent. of the regular fee.

For quarterly and monthly inspections, 30 per cent. of the regular fee.

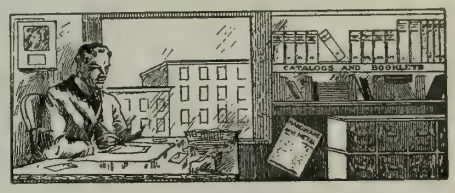
Provided, however, that for all such inspections there shall be a minimum charge of one dollar ($1.00).

Delay of an Officer

7. The following amendment is added to Regulation 22:

(3) When an officer is considerably delayed in the conduct of inspections in order that repairs or adjustments may be made to the machine under inspection, or on account of lack of co-operation or assistance on the part of the scale owner or user, the officer shall charge for such delay at the rate of $1.00 per hour, with proportional rates for proportional time.

If the officer in such cases is employing a carter or livery, delay as above shall be charged as cartage and based on the rate per hour the officer is paying his carter or livery.



Boeckh Company, Limited

The Boeckh Company, Ltd., Toronto, has issued an attractive poster card in colors, aimed for use in connection with the "Clean-Up, Paint-Up" campaigns to be put on by hardware merchants in various places this spring. The card is of striking design and of seasonable interest. Readers of HARDWARE AND METAL who desire cards may obtain same on request.

J. H. Connor & Son, Ltd.

J. H. Connor & Son, Ltd., Ottawa, Ont., have issued a new catalogue containing 56 pages in which are listed washing machines and wringers, of many designs, including those operated by electricity, water power and hand power, as well as those operated by motive power. There are also several pages devoted to illustrating and listing of extra parts and repairs.

The catalogue also contains considerable information regarding the equipment and numerous cuts are used to illustrate both the machines and wringers and the other reading matter. Readers of HARDWARE AND METAL desiring a copy of this new catalogue may have one on request.

British Aluminium Co., Ltd.

The British Aluminium Company, Limited, 265 Adelaide Street West, Toronto, is distributing booklets entitled, "Hints on Working Aluminium." Booklet No. 2, "Aluminium Sheet," contains a table giving the physical, mechanical and electrical properties of aluminium and copper, sections on sheet metal work, including pressing, spinning, welding and finishing and tables giving weights for various gauges. Booklet No. 3, "Aluminium Circles," deals with polishing, frosting, matting and satin finishing, coloring and contains tables of weights. Booklet No. 4, "Aluminium Tubes," deals with working, bending, jointing and welding, welded joints and also contains tables giving the sizes and weights of tubes. Readers of HARDWARE AND METAL who desire copies of the booklets may obtain same upon request.

THE CLERKS DEPARTMENT

The Best Boss is Least "Bossy," Says Man Who Directs Thousands

"To Handle Men You Must Understand Them," Says W. W. Atterbury. "Don't Stand Over Them With a Stop Watch. Give Them Responsibility and a Chance to Develop Their Own Ideas in Working Out Problems"

THE story of how W. W. Atterbury set about rising from the position of a three-dollar-a-week apprentice in the machine shop, sharing a bed with the night policeman, to become general manager, and later vice-president, of the Pennsylvania Railway System, is told in the American Magazine by B. C. Forbes, as follows:

"One of the principal explanations of Mr. Atterbury's success as an executive is his ability to inspire the respect, confidence and loyalty of workmen.

"To handle men you must understand men," he says. "Fortunate is the executive who has had to push his way through the ranks. By starting at the bottom and living the same life as the other workmen, sharing the same burdens, and wrestling with the same problems, you learn to speak their language, think their thoughts, sympathize with their troubles, understand their aspirations.

Best "Boss" Least "Bossy"

"Your friendly attitude toward them is not veneer. No executive need hope to fool a body of American workmen by trying to affect a friendly, democratic attitude if at heart he is cold and autocratic, and would be domineering if he dared.

"The executive who has been through the mill from cellar to the roof has this advantage in handling men: He has demonstrated that he has mastered his business. And this knowledge, that the 'boss' knows how to do things, by having done them successfully himself, tends to inspire the respect of the men.

"They know he is no idle theorist. They know he could show any of them how to do their job. They know he was once where they are. And in most cases they recognize that he won his advancement by merit, not by favoritism. They, therefore, do not resent having a man of this type put over them.

To Get Results

"Another thing: An executive who has come through many offices, rising step by step, realizes that the best 'bossing' consists of the least 'bossing,' that best results are attained where you give the men the greatest freedom to perform the duties committed to them. Consequently, this type of executive never goes slinking around looking over men's shoulders, nor does he stand over them with a stop watch. He outlines to his subordinates what he wants done, if need be telling them how to do it. Then he goes away and leaves the job to them.

"This method, followed from the top all through an organization, develops a sense of responsibility, a sense of honor, and inspires men to throw their whole vitality into their work. Having been given a full measure of freedom to achieve results, they feel it is up to them to produce the most creditable results they can."

Atterbury is no milksop, no pussy-footer, no kowtower. A giant in stature, he keeps his body as rigorously in trim as when he worked in the shops as a mechanic. He is only fifty-four — he was made general manager of the world's greatest road at thirty-seven.

A Salutary Lesson

He was "fired" out of the public school for fighting with the teacher. "This," Mr. Atterbury recounts, "taught me one of the first lessons I ever learned. I was then only a little shaver and he was a great big giant. My heart was more in the out-of-doors than in books, and I've no doubt I was at fault. But he gave me such a vicious kick downstairs that I vowed to myself that, giant though he was, I would some day get even with him.

"Shortly after I graduated from the mechanical engineering course at Yale, my father died, and I visited Detroit. Meanwhile I had entered the Pennsylvania Railroad shops at Altoona as a special apprentice, and as I had stretched up to over six feet, weighed one hundred and seventy-five pounds, and had muscles well hardened by heavy work. I felt fit to tackle the fellow who had kicked me out of school so brutally. But when I ran across him he was not the giant of my boyish conception! He was just a little bit of a shriveled-up chap, and instantly all my thirst for revenge vanished.

Not Worth While

"Then and there I decided that revenge was a thing not worth while; that it was senseless and even despicable. That first lesson has guided me ever since in all my relations with men. Revenge can hurt only the man harboring it."

As an apprentice in the railway shops young Atterbury's pay was five cents an hour for the first year, seven cents the second year, nine cents the third, and fourteen cents the fourth year. His father having died, he determined to prove no burden to his family. Instead of working the regular ten hours a day, he worked thirteen or fourteen hours whenever permitted. Also, he joined the night policeman at the station in hiring a room, the policeman occupying the bed through the day and the apprentice using it at night. By the middle of his second year, although his pay was only seven cents an hour, he was able to meet all his pared-to-the-bone expenses.

Receives Some Sound Advice

Here he learned another lesson on how to get along with other men even under injustice. The annual shop picnic was a red-letter day of the men's year. There was no prohibition at that time, with the result that many of the workmen did not show up the morning following the picnic. The morning after one of these affairs the foreman of Atterbury's gang was in a belligerent mood. He pounced on Atterbury, and as the latter was not in any way at fault, words ensued. The foreman reported Atterbury to the shop foreman, who sent for Atterbury. Conscious that he was in the right, and knowing that the work he did was worth far more than he was paid for, Atterbury was prepared to quit if called down. He walked up to the foreman ready to tell him to go to blazes. But instead of being trounced, the shop foreman began to talk to him quietly and kindly.

Don't Forget That

"Remember," he said, "you came into the service of the Pennsylvania Railroad as a gentleman. Never forget that. Don't forget, either, that although you may not be able to respect the man under whom you are directly working you must respect his position and do what you are told, because he is the representative of authority; unless you recognize authority there can be no discipline; and without discipline there can be no organization; and without organization nothing can succeed."

He suggested that Atterbury go back and apologize to the foreman.

"I recognized the soundness of his advice and I readily agreed to apologize," said Mr. Atterbury. "This incident taught me two things: and it also taught me how subordinates should be treated to gain their co-operation and good-will."

Got Along Rapidly.

So industriously did Atterbury work, so much overtime had he put in, and such progress did he make that his period of apprenticeship was materially curtailed and he was promoted rapidly. In 1889, although only twenty-three, he was sent to Philadelphia as assistant road foreman of engines and six months later was promoted to Pittsburgh, where his superior was J. K. Russell. "This man made as strong an impression upon me as any man I have ever met," declares Mr. Atterbury. "He was on the job by 6 o'clock every morning and never quit until midnight. He not only worked long hours, but he never wasted a minute, and he used his head with the greatest intelligence. One couldn't serve under him without wanting to help him to the limit, early or late."

A Different Type

Atterbury's next shift was to Wilmington, where he was under a different type of official. The greeting he received was, "Well, young man, have you come here to work?"

Atterbury replied that he had.

"Do you want to do all the work?"

Again Atterbury replied, "Yes."

"Then I am perfectly willing to have you," replied the old man.

This gave the young man opportunity to shoulder responsibility, to exercise initiative, and to deal with large numbers of men.

A year or so in this field qualified him for still further promotion. At twenty-six he was made assistant engineer of motive power; and shortly afterward he was advanced to the responsible position of master mechanic on the Pennsylvania's Western lines, in charge at the Fort Wayne shops.

Some successful men claim that all that is necessary to enable a man to rise to the top is to do the day's work the best way it can be done, and let fate, or fortune, open new and wider doors. Others urge that a man must demonstrate that he is bigger than his job, must show originality, and must accomplish things not called for in the bond. This has been Atterbury's method. He has always been eager to shoulder extra responsibilities, or to work additional hours whenever he could do anything for the good of the organization.

Qualified for Higher Positions

The superintendent on Atterbury's division was not robust, and was willing to let anyone share his responsibilities. Atterbury saw his chance. After finishing his own duties, he went every night to the dispatcher's office, ostensibly to watch how the engines were doing, but in reality to learn as much as possible about the dispatching and operation of trains, vital to successful transportation. Thus he qualified for a wider field. And as the superintendent's health became worse, Atterbury virtually filled his place.

Then came the crisis, when the memorable strike of the American Railway Union broke out in Chicago in 1894 and rioting ran rampant. The job of keeping the western division of the Pennsylvania Road running was put up to young Atterbury. And he kept it running after every other road was forced to stop. Not every train was run on time. But every train was run.

How did he do it? All he can be induced to say is: "My job was to get the best men we could to keep the trains running. I hustled around and got them."

Climbed Steadily

But there were other railway executives, many of them older and more experienced than this young master mechanic, who were "hustling around" to get men to run their trains and who did not find them. Perhaps the fact that he himself mounted the engine and ran the first train through the trouble zone, getting down and turning switches and changing signals as he went along, had something to do with his success. And is it not safe to deduce that Atterbury's reputation for playing fair and square with his men, his democratic intimacy with them, his proved capacity for doing things, and his absolute fearlessness, contributed to draw to him enough men to keep the wheels going on his road while all other roads were idle?

This achievement put a feather in young Atterbury's cap — he was only twenty-eight. Other roads envied the Pennsylvania, because of what he had done. That he would climb much higher was recognized in the railroad world. And he did.

To Be Given Charge

At thirty he re-entered the huge Altoona shops which he had left seven years before at the end of his apprenticeship. But this time he entered as superintendent!

A little later a certain general superintendent held one of his periodical inspections of the lines under his charge, accompanied by his staff. Mr. Atterbury, as superintendent of motive power between Pittsburgh and Philadelphia, was a member of the party. Entering the general superintendent's car at the beginning of the trip, Atterbury was introduced to him and received a rather gruff welcome. The young man then turned, walked to the other end of the car and sat down. As he did so, a member of the staff seated beside the general superintendent, turned to his superior and asked: "Who in —— is this fellow Atterbury?"

"I don't know," was the reply. "Somebody new they have shoved in on us from the West."

Five years later Atterbury was general manager and boss of everybody who had been in that car, including the general superintendent!

Pittsburgh became hopelessly clogged during the boom year of 1902. The master mind of the Pennsylvania Railroad system at that time was the late A. J. Cassatt, one of the ablest railroad giants America has ever produced. Mr. Cassatt realized that something drastic must be done. So he started out to investigate. When he arrived at the scene of the trouble he had in his car the principal operating officers of the railroad. Mr. Atterbury had been picked up at Altoona in case Mr. Cassatt should want to ask any general question above motive power—Mr. Cassatt being strong on asking questions.

General Manager at 37

It soon dawned on Mr. Cassatt that the young superintendent of motive power knew more than anyone in the car about the Pennsylvania Railroad, including not only motive power and mechanical matters, but grades, curves, maintenance conditions, car and train movements, and other purely transportation questions.

On the return trip as they neared Altoona Mr. Cassatt told Atterbury that he did not want him to get off there but desired him to keep on to Philadelphia. He did so, and had a long private conversation with Mr. Cassatt the next day.

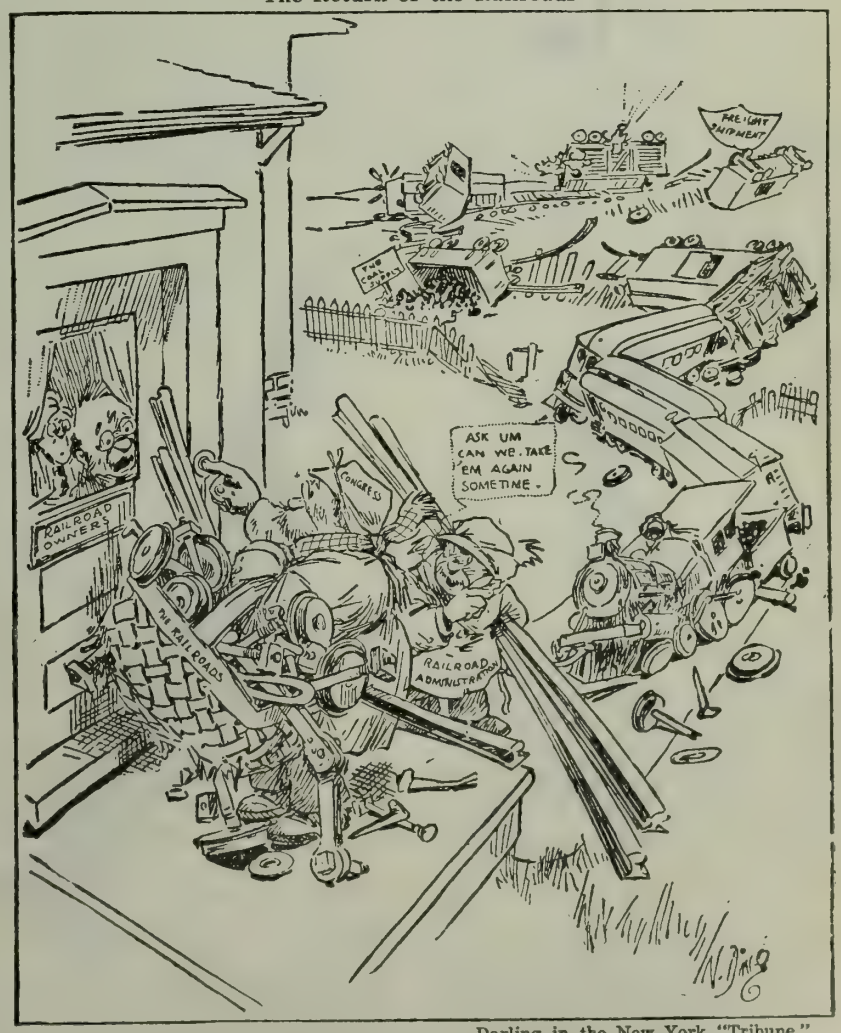
Within a week Mr. Cassatt startled the railroad world by taking a man out of the engineering shops and making him general manager. To advance this thirty-seven-year-old engineer over the heads of all the general superintendents and other operating experts caused widespread comment and, to be truthful, not a little resentment among older Pennsylvania officials. For no man of that age, or of purely mechanical experience, had ever been installed in this tremendously important position. Cassatt, however, knew what he was doing. Atterbury quickly justified his selection by straightening everything out and having traffic moving smoothly and swiftly.

Was Unostentatious

"Mr. Atterbury," says one of the veterans who worked under him, "was liked by us because he always made us feel that he was one of us; that his job was not to boss us but to help us to do whatever work we had on hand. He never put on any airs. He never went around blustering and swearing. He wasn't a slave-driver, yet there wasn't one of us but was willing to slave to help him to straighten out a difficulty at any time, day or night.

"When he was made 'G. M.' he must have worked at least eighteen hours a day. He was constantly out on the road, going from one point of congestion to another. It began to be a common saying that when the new 'G. M.' arrived on the scene it meant that the tangle was as good as straightened out. Everybody learned to have confidence in him. That meant that everybody was willing to tackle anything he wanted done, feeling sure that the job could be done, and done right."

The Return of the Railroads



Darling in the New York "Tribune."

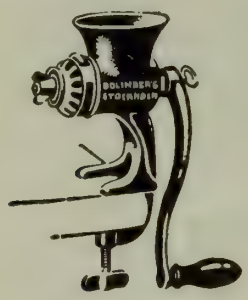
The American railroads were this week returned to private control by the Government.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

Food Choppers and Mincing Machines

J. and C. G. Bolinders, Mek Verkst. A. B., Stockholm, Sweden, are offering to the Canadian trade a line of food choppers and mincing machines, which they state are adjustable for chopping meat coarse, medium or fine, and also may be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. The



Food Chopper

manufacturers state that the cutters are of case-hardened Swedish steel, specially tempered and practically blunt-proof, also that the tinning is of the first quality, being extra heavily coated with pure tin. All surfaces are smooth to prevent the accumulation of dirt and to

Mincing Machine

facilitate cleaning. The food choppers are made in four sizes, while the mincing machines are made in nine sizes. The makers say they have constructed these machines on the American system and have standardized all parts to interchange with other machines of the same type.

Vacuum Cleaner

Landers, Frary and Clark, New Britain, Conn., are offering to the trade a new vacuum cleaner under the trade name of "Universal," which they claim is light in weight, easy to manipulate and economical to operate. The manufacturers describe its operation as follows: It removes everything from carpets, rugs and hangings except the nap, color, weave and wear. It gives clinging, downtrodden dirt the proper uplift. All that is trampled and packed in the warp and woof of floor coverings is shaken, swept and sucked loose from its moorings. Thread, lint, hair, particles of paper, all are cleaned out and picked up. The great velocity of air opens the dirt-packed pockets in the weave. The suction pulls embedded dirt from the innermost fibres of the fabric and sends it flying into the capacious, air-tight bag. And the dust goes with the dirt. None is circulated to become an old settler in a new place. Cleaning without recleaning, removing all ground-in dirt and surface litter without repeated trips over the rugs and carpets—that is what the "Universal" is qualified to do, and does the cleaning in the cleanest manner.

Some of the points in construction, the makers point out, are: The pistol grip giving a firm hold on the handle. The bag clamp firmly attaches the bag and handle. The fan is solid cast aluminum. The motor is horizontal type, self-oiling

Vacuum Cleaner

dust-proof bearings, operating on either alternating or direct current; has large rubber-tired castors to prevent injuring polished surface floors. The nozzle is 12 inches wide, adjusted to proper distance from the floor for most efficient work. The set of attachments consist of 8-foot web-covered hose, 30-inch extension tube, 7-inch drapery nozzle, hollow clothing brush, blower nozzle and connector tube.

Smoker's Ash Tray

The Wilmort Manufacturing Co., 9 South Clinton Street, Chicago, Ill., are placing on the market a new smokers' ash tray called the Wilmort ash tray and

Ash Tray and Pipe Cleaner

pipe bowl cleaner. The manufacturers state that the little two-pointed prong, which may be seen in the illustration, is an entirely new idea and that it will quickly clean out the bowl of the pipe. They point out the convenience, ease and effectiveness of this method as it eliminates the mess and bother of the spilling of ash on cloth or rug. Another feature is given that this will do away with the inconvenience of using a knife and incidentally save the edge. It is also said to do away with breaking of pipes through tapping and hammering, etc. Another point about the prong is the convenience for extinguishing cigarettes. The burning end may be cut off by merely pressing it against the prong, thus doing away with tamping, objectionable odors, smoldering, etc., as the fire will die out quickly. They are of metal construction, of neat design and finish, and are strongly built. The glass liner may be easily removed for cleaning and comes in different models. There are two sizes and three styles of finish, all having nickel-plated match-box holder, and equipped with cleaning prong, it is stated.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SHARP advances in prices continue to affect many basic hardware commodities. Among the most important lines affected are: Horse clippers and sheep shearing machines, saddlery hardware, roofing, tractor oil, accelerators, cut-outs, brake shoes, nut and pipe wrenches, stair plates, galvanized clothes line wire, auger bits, Kiddie-Kars, carpenters' tools, washing machines, wringers, blacksmiths,' straight shank and bit stock drills, carpet sweepers, hand vacuum cleaners, steel, copper rivets, solder, axes, calf weaners, household scales, shears, rubber wringer rolls, tub stands, cut lace leather, sweat pads, tackle blocks, wash boards, flashlight bulbs, galvanized sheets, corrugated iron, white lead in oil, and putty.

New binder twine prices have been issued and are considerably lower than those of last year. The difficulty of procuring raw materials for the manufacture of goods of iron or steel is said to be the chief factor for higher prices, although the exchange situation must not be overlooked.

Business continues very brisk and jobbers say there is a growing shortage for many hardware commodities. Collections are coming very satisfactorily.

MONTREAL MARKETS

MONTREAL, March 11—Clothes wringers are marked higher this week through a reduction of the discount from 30 per cent. to 25 per cent. Corbin goods are ten per cent. higher. Mirrors are scarce and quotations are said to be nominal on some lines. The new prices for 1920 delivery on binder twine are now out, and in keeping with the lower prices which obtained some months ago on cordage; these are less than last year. The new quotations will be found in the weekly report. Horse clippers are marked up. Iron and steel are in active demand, with firming tendencies applying on these, and with mining, cast and tool steel are marked higher this week. Higher prices are again effective for galvanized sheets. Tendencies are higher on sisal rope and some look for higher prices on this. Flashlight bulbs are marked higher. Stillson pipe wrenches are advanced in price and are quoted here at 45 per cent. from the list. Auger bits are marked higher. Measuring tapes are 10 per cent. higher and cap screws are due for an immediate advance. Tackle blocks are marked up. Glass and enameled wash boards are higher. Lubricating oils advanced five to eight cents per gallon. Heavy cast scrap is being bought at the highest prices known. Lead products are very firm and advances are probable. Aluminum ingots took a sharp upturn this week and quotations are based at 47c per pound.

The transportation conditions of the past ten days have not improved and all sections of the trade are experiencing difficulty in getting supplies in, and also out to the trade. There is plenty of good business at the present time.

Clothes Wringers On Higher Basis

Montreal.

CLOTHES WRINGERS.—Prices have been marked up on clothes wringers. The former discount of 30 per cent. has been reduced to 25 per cent., and this will apply on the standard makes listed elsewhere in HARDWARE AND METAL.

Mirrors Are Scarce; Quotations Nominal

Montreal.

MIRRORS.—It is very difficult to obtain delivery of mirrors, the manufacturers having not only made considerable advances in the price, but finding it difficult to maintain a regular delivery to the trade. Prices, on many lines, are decidedly nominal.

Corbin Goods Are 10 Per Cent. Higher

Montreal.

BUILDERS' HARDWARE.—Prices on Corbin builders' hardware are increased. The advance approximates about ten per cent.

1920 Binder Twine Prices Are Lower

Montreal.

BINDER TWINE.—Prices, of which have been awaited by the trade on binder twine, for the 1920 season, are now out, and some of these are as follows: 650 feet to the pound, 21¾ cents; 600 feet, 20¾ cents; 550 feet, 19¼ cents, and 500 feet, 17¾ cents. These are for ordinary quantities, and those buying in five-ton lots are entitled to one-eighth of a cent reduction, while on ten ton lots the prices are half a cent lower than the quoted prices.

The prices are considerably lower than those of last year, and this follows the general lowering of prices made some months ago on various cordage—subsequent to the signing of the armistice. 650 feet twine last year, for instance, carried a price of 26½c per lb., and 500 feet was selling at 22c.

Tool Steel Is Marked Higher

Montreal.

IRON AND STEEL.—Market conditions are practically unchanged with the exception of diamond cast and tool steel, both of which have advanced 2½ cents. The condition of the market is very strong and in view of the pronounced shortage in so many lines higher prices may be expected. Common iron bars are quoted at $4.55, but dealers state

that as the markets are rather bare and demands heavy, higher levels will be reached shortly. In the meantime prices are very firm, with upward tendencies.

IRON AND STEEL

Iron finish machinery steel	$4 95
Norway iron	13 50 15 00
Single reeled machinery steel	6 50
Spring steel	5 50
Sleigh shoe steel	4 90
Tire steel	5 10
Toe calk steel, per 100 lbs.	5 80
Band steel	5 80
Harrow tooth steel	5 05
Mining tool steel, per lb.	0 24½
Black diamond tool steel, per lb.	0 24½
Black diamond cast steel, per lb.	0 24½
Common bar iron, per 100 lbs.	4 55
Refined iron, per 100 lbs.	5 55
Mild steel	4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Horse Clippers Are Advanced

Montreal.

HORSE CLIPPERS. — Advances have been effected on Stewart's horse clippers, which are selling in the local market at $13.12 for No. 1 size. Advances are recorded on other machines of this company's manufacture.

Galvanized Sheets Are Again Advanced

Montreal.

SHEETS AND PLATES.—Advances have been effective during the week on English galvanized sheets, which are being quoted in the local markets 25 cents higher than the ruling prices of last week. Dealers state that there are very few sheets on the market, and business is badly hampered by this scarcity, which shows no sign of improvement.

BLACK—		
10 gauge	....	7 70
12 gauge	....	7 75
14 gauge	....	7 80
16 gauge	....	8 05
18-20 gauge	8 05	8 20
22-24 gauge	8 10	8 25
26 gauge	....	8 15
28 gauge	....	9 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	11 30
28 gauge	....	11 00
26 gauge	....	10 75
22 and 24 gauge	....	10 35
20 gauge	....	10 25
18 gauge	....	10 25
16 gauge	....	10 25
English Standard—		
28 gauge	....	11 75
26 gauge	....	11 50
24 gauge	....	10 90
22 gauge	....	10 55
18 and 20 gauge	....	10 35

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Wares Are Active; Some Lines Scarce

Montreal.

WARES AND STOVES.—There is, and has been from time to time, difficulty in obtaining the necessary requirements of plate for making up certain lines of wares. This is true, in a special sense, of sap buckets, the demand this year having exceeded that of many seasons past. A big season of sap-production and sugar and syrup-making is looked forward to, and the reason given by the makers for a shortage of sap buckets is that dealers have been late in ordering their requirements.

Stove business is quite active, and there has been, and there is no promise of any recession in the price basis.

Open Season Will Stimulate Wire Sales

Montreal.

WIRE PRODUCTS.—While a great tonnage of the wire products selling each season are now going forward to the retail trade, the demands will be stimulated in the near future, once the snow begins to clear away. The tendencies are steadily of a firm character, but no advances have been made this week. Smooth steel wire is selling still at $5.50 per 100 lbs., base. Other grades and kinds of wire are quoted in the appended list.

Barbed Wire—	80 rod reel
2 pt. x 5	$4 89
4 pt. x 6	5 30
4 pt. x 4	5 76
	Per 100 lbs.
Barbed wire (weights)	$6 15
Galvanized plain twist wire	6 65
Galvanized Coil Spring—	
No. 9	5 80
No. 12	5 95
No. 13	6 05
Galvanized plain wire—	
Nos. 0 to 8 inclusive	6 15
No. 9	5 75
No. 10	6 20
No. 11	6 25
No. 12	5 90
No. 13	6 00
No. 14	6 60
No. 15	7 05
No. 16	7 20
Plain steel wire, 0-9 gauge	5 50

Some Say Sisal Rope May Advance

Montreal.

ROPE AND CORDAGE.—Due to the upward trend of the exchange rates between the United States and Canada, HARDWARE AND METAL is informed that sisal rope basis may have to be changed, for the existing prices are too close, under this changed condition, the makers state, to give them adequate profit. Labor conditions, too, have been cited as a factor, advances to the men having taken place, from time to time, since the last change on these lines was made. Pure manila basis is now 33c per lb.; Beaver and British manila, 26c, and sisal, 22½c.

Some Expect Nails Will Prove Scarcer

Montreal.

NAILS.—The approach of the spring season indicates that there will be a very heavy demand for nails, and that there may be difficulty in obtaining the necessary quantities. Already, shipments going forward are understood to be short, in some instances, sizes that are most needed by the trade. Supplies have been sought by outside buyers, and it is stated that round quantities have gone forward to various sources. Whether the makers will be able to continue meeting outside demand, as well as that of the domestic trade, will be of interest to the retail and jobbing trade. Standard wire nails are based at $5.50 per keg, and cut nails $6.35.

Flashlight Bulbs Have New Resale

Montreal.

ELECTRIC BULBS.—A new resale price is in effect for electric flashlight or "Daylo" bulbs. The new cost to the consumer is 27c, the former price being 23c each.

Higher Prices Now For Pipe Wrenches

Montreal.

WRENCHES.—Prices are advanced on Stillson pipe wrenches, and the Montreal trade is quoting a basis of 45 per cent. from the list to the retailer.

Higher Bit Prices; Discounts Reduced

Montreal.

AUGER BITS.—Through a reduction of discounts in some cases, and an increase in others, auger bits have been advanced. The changes, in part, are as follows: Irwin auger, list plus 20 per cent.; Gilmour, solid centre, double twist, 15 per cent. off; Irwin sets, No. 20½-¼s, each, $6.35; 32½-¼s, each, $9.25.

10 *Per Cent. Increase On Tapes; Cap Screws*

Montreal.

TAPES, SCREWS.—An increase in the price of Lufkin tapes is announced and this approximates ten per cent.

Cap screws are to be higher, although there has been no definite increase announced as yet.

Advances Made For Tackle Blocks

Montreal.

TACKLE BLOCKS.—An advanced basis is in effect for tackle blocks, both the wood and steel being affected. The sizes up to 7 inch, in wood, are now selling at net list, and those over 7 inch at 10 per cent. advance. Steel are selling on the same basis. "Snatch" blocks are selling at these net prices: Wood, 8 in., each, $5.25; 10 in., $8.25; 12 in., $11.25, and the steel, in these sizes, are quoted at $8, $10 and $17.50 each, respectively.

Glass Washboards Again Move Higher

Montreal.

WASH BOARDS.—Prices have again been marked higher on wash boards, the Canuck glass now selling at $7.50 per dozen, and the Enamelled Queen at $8.50. Zinc covered boards are unchanged.

Lubricating Oils Have Made Advances

Montreal.

OILS, GASOLINE.—Prices have materially advanced on lubricating oils, and the various grades are 5c to 8c per gal-

lon higher than prices obtaining to this time. There are so many grades that it is impossible to outline them here.

Coal oil has remained unchanged this week, the range of quotations being 25-28c per Imperial gallon.

Gasoline is selling, motor grade, at 36c.

Heavy Cast Scrap Brings High Prices

Montreal.

OLD MATERIAL.—The position on heavy scrap of the cast variety is one of decided strength. It is not an easy matter to quote prices, as the large buyer, when in the market for supplies, will pay fancy prices for what he needs. This has served to make a somewhat nominal condition, as far as the heaviest scrap is concerned. Otherwise there is no change of consequence on any other item in the list.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 07¾
Overshoes, lumbermen's rubber boots	....	0 05
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	....	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	28 00
Pipe scrap, ton	....	14 00
Stove plate, per ton	....	14 00
Heavy melting steel	18 00	19 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	44 00	48 00

A Firm Market On Lead Products

Montreal.

LEAD PRODUCTS.—The position is one of much strength, due to the pig lead markets, and which have soared beyond the ideas of most sections of the trade. This makes the outlook a particularly firm one, with every prospect of steadily firm or even higher prices for solder, lead products, etc. The demands are quite fair, seasonably speaking.

Lead pipe, per 100 lbs.	....	16 00
Lead waste, per 100 lbs.	....	17 00
8 in. and over, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	List plus	10%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 13¾
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Do., 4 to 8 lbs., sq. ft.	....	0 13
Solder, guaranteed, lb.	....	0 45½
Solder, strictly, lb.	....	0 42½
Solder, strictly commercial, lb.	....	0 39½
Solder, wiping, lb.	....	0 38
Solder wire (8 gauge)—		
45-55	....	0 45
50-50	....	0 48
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18
40-60	....	0 41

Sharp Advance Made On Aluminum Ingots

Montreal.

INGOT METALS. — Lead continues very strong and is higher in the American markets. Advances have been effected on the aluminum, which is reported to be very scarce in the local markets. Tin, copper and spelter are considerably easier and declines are noted. The position on the whole is rather uncertain owing to the difficulty of securing adequate supplies.

LEAD.—Lead continues very strong and further advances have been effected in the American markets. Supplies are very scarce and dealers are of the opinion that the position will not materially improve for months. Lead is quoted in the local markets at 12½ cents, but the tendency is decidedly towards higher levels.

ALUMINUM. — Aluminum is much stronger this week and sharp advances have been effected. Dealers complain that there is a great scarcity of this metal at the present moment and further advances may be expected. Aluminum is selling to-day at about 47 cents.

ANTIMONY.—No important changes have developed in this market. Prices are maintained under steady demands and the position is very firm. Antimony is quoted at 14c.

COPPER.—Copper is decidedly easier this week and has sharply declined in the London and New York markets. Local dealers are quoting at 23½c per pound for electrolytic, and 23 cents for casting.

SPELTER.—Spelter has also declined in the London markets, but no changes have been effected localy, although an easier feeling is manifest. Spelter is selling at 12 cents.

TIN.—Tin is considerably easier this week and has dropped about £25 in the London markets. Local dealers are quoting at 47 cents, but the tendency is towards lower levels.

TORONTO MARKETS

TORONTO, March 11—Important price changes continue to affect many basic lines of hardware. Some of the important lines affected are: Horse clippers and sheep shearing machines, saddlery hardware, roofing, kerosene, tractor oil, accelerators, cut-outs, brake shoes, nut and pipe wrenches, stair plates, galvanized clothes line wire, auger bits, Kiddie-Kars, carpenters' tools, washing machines and wringers, blacksmiths', bit stock and straight shank drills, carpet and vacuum sweepers and corrugated sheets.

Binder twine prices have been issued and are considerably lower than last year. White lead and putty have advanced in price. Paint and varnish markets are all firm.

Business is brisk and some difficulty is experienced in securing goods. The exchange situation is still a factor for higher prices. Quotations are firm on nearly all lines. Collections are very satisfactory.

Horse Clippers, Sheep Shears, Grinders, Etc., Up

Toronto.

HORSE CLIPPERS AND GRINDERS of the Stewart pattern have been revised upwards. The price on No. 1 horse clipper is now $17.50, less 25 per cent. The sheep shears are quoted at number 8, $22.25; number 9, $27.25, less a discount of 25 per cent. The combination auto grinder, number 3, for sheep and horse knives are quoted at $15 each; the number 11 grinder at $6.25 each, subject to a discount of 25 per cent.

Saddlery Hardware Has Jumped About 33 1-3%

Toronto.

SADDLERY HARDWARE.—Nearly all lines of saddlery hardware have been advanced; the snaps, rings, breast straps, slides, buckles, etc., are approximately 33 1-3 per cent. higher.

Dazey Churns Have New Prices

Toronto.

DAZEY CHURNS.—The prices on this commodity are announced for Spring delivery and are as follows:

Number 10, $1.30 each; number 20, $1.60 each; number 30, $2 each; number 40, $2.55 each; number 200, $4.40 each; number 400, $7 each; number 600, $8.30 each; number 1,000, $14 each; number 1,600, $27 each.

Incubators Are Selling Well; Net Prices Below

Toronto.

INCUBATORS are beginning to show good movement with the close approach of spring. The quotations on the Simplicity is: 50 egg size, $23; 100 egg size, $30; 150 egg size, $34.60.

Roofing Prices Have Also Been Revised Upward

Toronto.

ROOFING.—New and higher prices have been announced on roofing. The Sampson No. 1 ply is now quoted at $2.80 per roll; 2 ply, $3.25 per roll; 3 ply, $3.80 per roll.

Kerosene Tractor Oil Now Selling at $1.25 Gal.

Toronto.

KEROSENE TRACTOR OIL.—Notwithstanding the heavy advances reported last week in oils, kerosene tractor oil

has again been revised upwards. The new price is quoted at $1.25 per gal.

New Rope Prices Firm; May Advance Again

Toronto.

ROPE.—As previously reported in these columns, manila rope has advanced 2 cents per lb. This is the result of higher hemp markets in the U.S.A. as well as the exchange situation, it is stated. The present prices are holding very firm and indications point to higher prices in the near future. The following are the new prices:

Manila, 33 cents per lb. base; British manila, 26 cents per lb. base; sisal rope, 22½ cents per lb. base; lathyarn, 22½ cents per lb. base.

Accelerators, Cut-Outs, Brake Shoes, All Higher

Toronto.

AUTO ACCESSORIES. — Some lines manufactured by the Adamson Mfg. Company have been advanced; the accelerators for Ford are now being quoted at $2 each; cut outs, $2 each, and lined brake shoes are quoted at $2 per pair.

Nut and Pipe Wrenches Again Revised Higher

Toronto.

WRENCHES, both nut and pipe, of the Westcott brand have been advanced. This is said to be in line with prices on other commodities whose basic metals are iron or steel. The following are some of the new quotations:

Adjustable Nut Wrenches—	Doz.
6-inch	$11 75
8-inch	14 50
10-inch	17 40
12-inch	26 10
14-inch	34 75
Adjustable Pipe Wrenches—	**Doz.**
10-inch	18 60
14-inch	37 20

Stair Plates Have New Prices

Toronto.

STAIR PLATES have come in for revision which, it may be expected, is upwards. The brass are now quoted at $2.35 per gross; the nickel are also quoted at $2.35 per gross net.

New Binder Twine Prices Out; Lower This Year

Toronto.

BINDER TWINE.—New prices have now been issued on binder twine and, as will be noted, they are considerably lower than those of last year. The new quotations are:

500 feet, 17¾ cents per lb; 250 feet, 19¼ cents per lb.; 600 feet, 20¾ cents per lb.; 650 feet, 21¾ cents per lb.

Terms—Net, October 1st—6 per cent. per annum discount for prepayment.

Freight prepaid to nearest station in lots of 300 lbs. and over.

Rebate of ⅛ cent per lb. on 10,000 lbs. and ¼ cent per lb. on 20,000 lbs.

Galvanized Clothes Line Wire Higher

Toronto.

GALVANIZED CLOTHES LINE WIRE.—New and higher prices have been announced on galvanized clothes line wire. This is said to be due to the higher cost of raw material and is in line with prices on other wires, which have already been recorded at advanced prices. The new prices are approximately 10 per cent. higher.

Irwin Auger Bits Have Further Changes

Toronto.

AUGER AND CAR BITS of the Irwin make advances. Further price revision has taken effect in this line. This is said to be due to the ever-advancing cost of raw material and is said to be in harmony with advances of other lines in carpenters' tools. The new quotations are: Irwin auger bits advance 20 per cent. to the list; the Irwin car bits advance 10 per cent. to the list. The Irwin sets, number A, 20½ quarters, are quoted at $6.35 per set net, while the number D, 32½ quarters, are quoted at $9.25 per set net. The Irwin boring machine auger is now quoted at 115 per cent. advance to the list.

Kiddie Kars and Trailers Have New Prices

Toronto.

KIDDIE KARS have advanced, the new price taking the shape of a higher list. The new list that is being quoted is: Number 2, $2.50; number 3, $3.50; number 4, $3.50; the trailer at $1.75 each.

Washing Machines and Wringers Again Advance

Toronto.

WASHING - MACHINES AND WRINGERS again come in for a higher revision in price. This seems to be the case throughout the entire woodenware situation, and it is stated that manufacturers have difficulty in securing sufficient supplies of wood for their purpose. It is also said that lumber has greatly increased in price, and until such a time as this becomes lower in price the product will remain at a high figure. The new discount is 20 per cent. off the list.

Blacksmiths' and S. S. Drills Are Higher

Toronto.

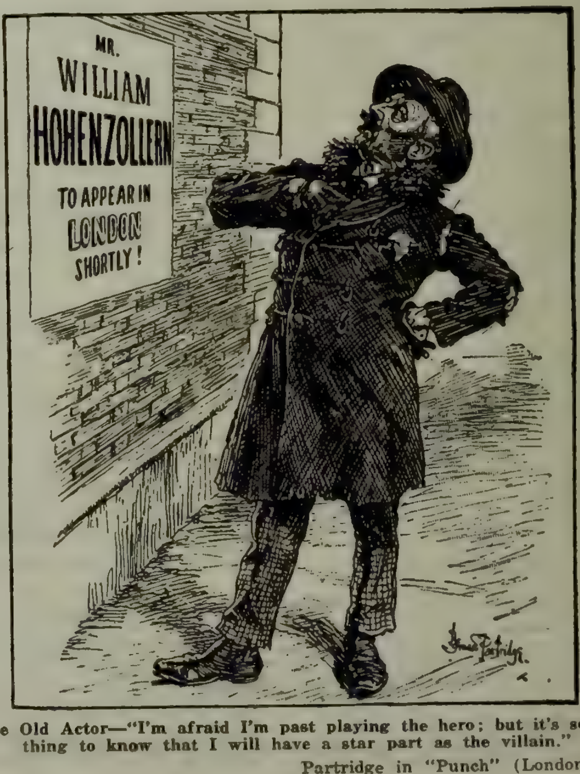
DRILLS.—New and higher prices have been announced on drills; the bitstock are now quoted at 42½ per cent. off the list, while the blacsmiths' ½ inch shank, the straight shank, the straight shank wire and the taper shank are now quoted at 27½ per cent. off the list.

Sheets and Plates Hold; Supplies Very Scarce

Toronto.

SHEETS AND PLATES.—The situation on this commodity shows little change and sheets and plates are as scarce and hard as ever to procure, it is stated. In fact, some have it that they are almost harder to get on account of the ever increasing demand with the closer proximity to Spring.

Freight movement seem to be better with the coming of warmer weather. The high rate of exchange is also a



The Old Actor—"I'm afraid I'm past playing the hero; but it's something to know that I will have a star part as the villain."

Partridge in "Punch" (London).

factor of higher prices and is causing considerable inconvenience. Some jobbers state that it is necessary for them to pay a premium over current prices for this reason as well as other factors mentioned previously. The prices quoted below are nominal and are as follows:

BLACK SHEETS—	
14 gauge	8 00
16 gauge	8 00
18-20 gauge	7 45
22-24 gauge	7 45
26 gauge	7 60
28 gauge	7 70
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$10 00	$10 00	$10 45	$10 75
U.S. 28	9 60	10 20	9 75	10 35
U.S. 26	9 30	9 90	9 40	10 05
22 and 24	9 15	9 75	9 20	9 90
18 and 20	9 00	9 60	9 00	9 75
16	8 85	9 45	8 80	9 60
12 and 14	8 20	8 70	8 55	9 45

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Carpenters' Tools Show Further Higher Revisions

Toronto.

CARPENTERS' TOOLS of the Stanley make have been advanced again over higher prices recently quoted. The prices on some of the better known lines are as follows:

PLANES—	Each
No. 3	$5 35
No. 4	5 80
No. 4C	6 30
No. 4½	6 70
No. 4½C	7 20
No. 5	6 70
No. 5C	7 20
No. 5½	7 50
No. 6	8 55
No. 6C	9 20
No. 7	9 80
No. 8	11 70
No. 8C	12 55
No. 9½	3 00
No. 10	8 55
No. 10C	9 00
LEVELS — Metal	**Each**
No. 31 x 2½	$0 55
No. x 3	0 65
No. x 3½	0 80
No. 36 x12	3 60
No. x18	4 25
No. x24	4 90
No. 36Gx12	3 60
No. x18	4 25
No. x24	4 90
No. 37 x18	5 80
No. x24	6 70
No. 37Gx18	5 80
No. x24	6 70
RULES—	**Doz.**
No. 32	$8 20
No. 32½	11 75
No. 36 x1/16	5 30
No. x1/32	5 30
No. 36½	7 70
No. 53	5 35
No. 53½	9 50
No. 61	3 10
HAND BEADERS—	
No. 66 each	$2 05
BEVELS—	**Doz.**
No. 18x 6	$11 90
No. x10	7 75
No. 25x 6	7 75
No. x 8	8 70
No. x10	9 00
No. x12	10 10
BRACES—	**Each**
No. 921x 8	$5 45
No. 945x10	3 40
No. 965x10	2 40
No. 966x10	1.20
No. 975x10	2 10
GAUGES—	**Each**
No. 95	1 75
No. 98	1 85
LEVELS—	**Each**
No. 00x18	1 25
No. x22	1 25
No. x22	1 30
No. x24	1 40
No. x26	1 40
No. x28	1 50
No. x30	1 50
No. 3x24	2 45
No. x26	2 45
No. x28	2 55
No. x30	2 55
No. 102 Assorted	0 65
No. 39½	1 00
PENCIL CLASPS—No. 8, doz.	$2 00

Iron and Steel Bars Firm; Present Prices Hold

Toronto.

IRON AND STEEL BARS.—The advanced prices quoted last week continue to hold, although jobbers say the price is very firm. Stocks are said to be coming in in much larger quantities, but it is believed that not much is going into stock, as a heavy demand current requires the stock to be almost immediately delivered to the consumer, and jobbers state that they are living almost from hand to mouth, although they are not losing much business on account of shortage of supplies, it is stated.

Many are wondering just what the balance of the first period of the present year will show. Many manufacturers are starving for raw material and some have it that they may be forced to close down unless supplies come to hand more readily. The exchange situation continues to be a factor which is not easily overcome. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Boiler Tubes Scarce; May Be Advanced

Toronto.

BOILER TUBES are said to be very scarce and jobbers report very low stocks. The demand continues to be very brisk, and although no change in price has yet taken effect, higher prices may be named.

The shortage of skelp is said to be a big factor for the shortage of the finished product. One jobber mentioned to HARDWARE AND METAL that he did not expect much relief for maybe six months, and that he would not be surprised if the situation were to become worse. The following are the present quotations:

	Per 100 feet	
BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Lead Pipe and Solder Firm; No Change Noted

Toronto.

LEAD AND ZINC PRODUCTS. — Notwithstanding the easing up of some of the basic metals, the products of lead and zinc continue to hold at very firm prices, and although these prices are generally conceded to be high the demand is said to be very brisk, and a good volume of business is being handled. The following are the present quotations:

Lead pipe, list, per lb.	0 16
Lead waste pipe, list, per lb.	0 17
Do., over 8 inches, list, per lb.	0 18
Above subject to discount of 10%.	
Lead traps and bends	add 10%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	0 12½
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 45¾
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Zinc sheets,, per lb.	0 19
Solder, guaranteed, lb.	0 43¾
Solder, wiping, lb.	0 37¼

Corrugated Sheets Advance About 5%

Toronto.

CORRUGATED SHEETS. — An advance has taken effect in the price of corrugated sheets and takes a form of an advance in the extra and is arrived at by taking off the usual discount, which is 7½ per cent., and adding 10 per cent. of the list price to the net price derived. The situation in flat sheets is not improved and the demand is reported very heavy. Makers state the present price is very firmly held and that raw material and flat sheets are very hard to procure. The following are the present quotations:

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equallized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Old Materials Hold; Good Movement Expected

Toronto.

OLD MATERIALS, cast iron and steel of nearly all kinds, are reported to be very scarce, while copper and brass are more or less plentiful and likely to hold. White metal is very dear and is rather scarce. Business continues to hold out at firm prices and the outlook is very bright. A good, heavy buying trade is looked forward to till at least the last of May. The following are the present quotations:

DEALERS' BUYING PRICES	
Pipe scrap	11 00
No. 2 busheling	18 00

Stove plate, per ton	....	18 50
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	24 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 04

Pig Lead Scarce, Spelter Showing Better Demand

Toronto.

INGOT METALS.—Lead continues to be notably scarce. Spelter is showing a better demand. Tin is erratic. Antimony is comparatively quiet. The British markets, which are usually closely followed, have been very erratic all week. The strengthening of the exchange situation has not a little to do with these conditions.

ANTIMONY.—Prices have remained quiet this week with no changes showing, the quotation remaining at 14 cents per pound.

LEAD. — The unexpected scarcity which has developed in the lead markets has as yet not been overcome. Stocks are low and it is difficult to secure new supplies; 12 cents per pound is the present quotation.

COPPER remains unchanged, although the demand is quiet. The quotation of 25 cents per pound is still current.

TIN.—The market on tin is erratic. The strengthening of the British exchange situation is having considerable effect on this commodity. The quotations on tin at present are around 73 cents per pound.

SPELTER is showing a better demand. Quotations show no change and are on a basis of 12 cents per pound.

Carpet Sweepers and Vacuum Cleaners Higher

Toronto.

CARPET SWEEPERS. — Effective March 8, new and higher prices have been announced on carpet sweepers and vacuum cleaners of the Bissell make The new quotations are as below:

SWEEPERS—Carpet (Bissell's)	Doz.
American Queen, nickeled fittings, cyco ball bearing	$ 62 00
Champion, japanned fittings	47 00
Champion, japenned fittings	47 00
Grand, japanned, cyco ball bearings	68 00
Grand Rapids, nickeled, cyco B. B.	58 00
Grand Rapids, japanned, cyco B. B.	52 00
Parlor Queen, nickeled, cyco ball bearing	64 00
Princess, nickeled, cyco ball bearing	60 00
Standard, japanned fittings	48 00
Universal, nickeled, cyco bearing	56 00
Universal, japanned, cyco bearing	50 00
SWEEPERS—Vacuum (Bissell's)	Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

F. O. B. factory, Niagara Falls, Ont. Prices subject to change without notice. Also stocked by jobbers.

RULES—

No.	Doz.	No.	Doz.
68	$2 65	84	$7 40
51	3 90	62	9 40
61	3 10	66½	7 05
70	6 00	66¾	17 80

SCREW DRIVERS—

No. 20x3-in., $4.22 doz.; No. 20x4-in., $5.05; No. 20x5-in., $6.00; No. 20x6-in., $7.20; No. 20x 8-in., $8.85; No. 20x10-in., $11.05.

No. 70x3-in., $3.40 doz.; No. 70x4-in., $3.60; No. 70x5-in., $4.11; No. 70x6-in., $4.45; No. 70x 8-in., $5.80; No. 70x10-in., $7.05.

No.80x3-in., $2.60 doz.; No. 80x4-in., $3.10; No. 80x5-in., $3.20; No. 80x6-in., $3.45; No. 80x8-in., $4.70; No. 80x10-in., $5.75.

LEVELS (Asstd.)—

No.	Doz.	No.	Doz.
0	$16 65	5	$38 35
00	14 95	30	41 85
2	23 80	104	11 20
3	29 20	35 ....each	3 04

Saddlery Hardware Up Approximately 33½%

London, Ont.

HARNESS SNAPS AND SADDLERY HARDWARE again come in for higher prices. This time in the way of an advance in snaps of nearly all kinds. The new prices on some of the best sellers are as follows:

BUCKEYE—Square Eye

No. 444x1-in., $8.25 gross; No. 444x1¼-in., $12.30; No. 444x1½-in., $14.50; No. 444x1¾-in., $16.80.

CHAMPION—Square Eye

No. 424x1-in., $6.30 gross; No. 424x1¼-in., $10.80; No. 424x1½-in., $12.00; No. 424x1¾-in., $13.20.

CHAMPION—Round Eyes

No. 422x½-in., $5.60 gross; No. 422x⅝-in., $5.60; No. 422x¾-in., $5.75; No. 422x⅞-in., $6.25; No. 422x1-in., $6.75.

Higher Prices Named on Household Scales

London, Ont.

HOUSEHOLD SCALES of the Canadian Beauty brand are among the budget of advances this week. This is said to be in line with recent advances on other makes of scales. The price is quoted at 30 lb., $7.40 each.

Copper Rivets and Burrs Again Revised Upwards

London, Ont.

COPPER RIVETS AND BURRS.—New discounts have been announced on copper rivets and burrs, which are of an upward nature. The quotations are as below:

Copper Rivets with usual proportion of Copper Burrs, that is to say, weight of copper burrs not exceeding one-third of combined weight of copper rivets and copper burrs, list plus 20%.

Copper rivets with coper burrs where the burrs are more than one-third of the combined weight of the copper rivets and copper burrs—Copper rivets, list plus 20%; copper burrs up to one-third of combined weight of copper rivets and copper burrs, list plus 20%; copper burrs in excess of one-third of combined weight of copper rivets and coupper burrs, list plus 60%.

Copper burrs only, list plus 60%.

LONDON MARKETS

LONDON, March 11—Sharp advances in prices continue to affect hardware commodities. Some of the most important changes this week are: Horse clippers and sheep shearing machines, carpenters' tools, saddlery hardware, household scales, copper rivets and burrs, shears, rubber wringer rolls, tub stands, wringers and washing machines, cut lace leather, auger and car bits, sweat pads. White lead in oil has again been marked up, also putty.

Business is seasonably fair and prospects are very bright for good trade as soon as the weather improves. Jobbers and factories are shipping goods as fast as they can get hold of them. There is a very real growing shortage for many lines of hardware, it is stated. Prices are very firm on nearly all lines. Collections are good.

Horse Clippers and Sheep Shears Advance

London, Ont.

STEWART HORSE CLIPPERS AND PARTS.—An advance has taken place in the price of this commodity, the new Canadian list being quoted at a discount of 25 per cent. The net prices as shown below are shown with this discount deducted from the list:

	List	Net
No. 1 Horse Clipper, each	$17 50	$13 12
Sheep Shearing attachment, each	16 00	12 00
No. 8 Sheep Shearer, each	22 25	16 69
No. 9 Sheep Shearer, each	27 25	20 44
Top plates for Stewart Clipper, ea.	1 55	1 16
Bottom plates for Stewart Clip., ea.	2 25	1 69

Carpenters' Tools Again Have Been Advanced

London, Ont.

CARPENTERS' TOOLS of the Stanley Rule and Level make have again come in for a further revision of prices. This new advance, although of itself not a great increase, considerably affects the price, coming so soon on top of the last advance of several weeks ago. The new prices on some of the best sellers are quoted below:

PLANES—

No.	Each	No.	Each
3	$5 35	18	$3 72
4	5 80	19	3 95
4½	6 70	26	4 00
5	6 70	27½	4 60
5½	7 50	35	4 50
6	8 55	36	5 05
7	9 80	100	0 75
8	11 70	101	0 60
9½	3 00	102	1 10
9¾	3 70	103	1 55
15	3 33	110	1 55
16	3 40	120	2 20
17	3 80	130	2 25
		220	2 25

Wiss Shear Prices Up; Some Shown Below

London, Ont.

WISS SHEARS.—The new stocks of this commodity are beginning to come in and new and higher prices are announced. The shortage of steel is said to be a great factor for the new price. The labor situation is also a factor, it is stated. Some of the new prices are quoted as follows:

NET PRICES—

Straight Japanned—No. 36x6-in., $16.04 doz.; No. 36½x6½-in., $17.13; No. 37x7-in., $18.29; No. 37½x7½-in., $19.07; No. 38x8-in., $19.76; No. 38½x8½-in., $21.12; No. 39x9-in., $25.19.

Straight Nickel-plated—No. 136x6-in., $18.29 doz.; No. 136½x6½-in., $19.38; No. 137x7-in., $20.54; No. 137½x7½-in., $21.58; No. 138x8-in., $22.86; No. 138½x8½-in., $24.03; No. 139x9-in., $28.68.

Rubber Wringer Rolls Are Quoted Higher

London, Ont.

RUBBER ROLLS FOR WRINGERS have been revised to higher prices and are now selling at, 11 in. on the shaft, $2.10 each; 11 in. rolls only, $1.90 each.

Wire and Cut Nails Holding at Firm Prices

London, Ont.

NAILS.—Wire nails continue to be scarce, jobbers reporting the supplies to be limited. The present quotations on wire nails are $5.45 base. The price on cut nails is $6.75 base.

Tub Stands Also Move Upward

London, Ont.

TUB STANDS, in line with other products, whose basic materials are composed of wood, have now reached new and higher price. The Dowswell make is not quoted at $48.00 per doz.

Wringers and Washing Machines Again Jump

London, Ont.

WRINGERS AND WASHING MACHINES again come up for a higher revision of prices. This seems to be the situation all throughout those lines which are manufactured from wood. Some have it that several situations have developed in the lumber and wood industries, it may be that the reforestation is one of them; other causes given are: That not enough wood has been cut this last few years on account of the war taking woodsmen and laborers away from their occupation and ultimately leaving a shortage which is hard to overcome, especially when the present demand is so great.

However, there is one reduction which takes the form of a lower list. The water motor washers have been reduced $3.00 each off the list. The new discount on washing machines and wringers is now quoted at 20 per cent. off the list.

Cut Lace Leather Prices Up to $3.25 Lb.

London, Ont.

CUT LACE LEATHER prices are among the budget of advances this week. Prices having reached a new high level and are quoted at $3.25 per lb.

Auger and Car Bits Have New Prices

London, Ont.

AUGER AND CAR BITS of the Irwin make have been advanced in price. The scarcity of raw materials has been seriously affecting the manufacture of tools. Also, the demand is said to be very heavy. The auger bits are now selling at an additional 20 per cent. added to the list, while the car bits are selling at an additional 10 per cent. added to the list.

Sweat Pads Will Now Cost More

London, Ont.

SWEAT PADS again come up for further revision of prices, and, in harmony with other kindred lines, these prices are higher than the former ones. The Ventiplex brand is now selling at $6.90 per dozen, while the yellow is quoted at $11 per dozen.

New Rope Prices Are Shown Here

London, Ont.

ROPE.—As reported in these columns last week, rope is now selling at a new higher price. The new price is said to be a very firm one, and a further higher revision would not be surprising to many of the better informed on account of the ever-increasing cost of raw material, it is stated. The pure manila rope was the only line affected so far. The new prices are as follows:

Pure Manila, 33c base; Beaver Manila, 26c base; New Zealand hemp, 26c base; sisal, 22½c base.

Important Advance of $40 Ton on White Lead in Oil

London, Ont.

WHITE LEAD IN OIL.—As previously predicted in these columns, white lead in oil has been advanced. The high price of pig lead, in fact, all raw materials and labor are such that a firm high price is expected for some time to come. The new advance is $40 per ton, the new prices being: Pure, in tons, $20.45 per 100 pounds; less than tons, $20.80; Elephant, in tons, $20.95 per 100 pounds; less than tons, $21.30.

Putty Prices Are Also Higher

London, Ont.

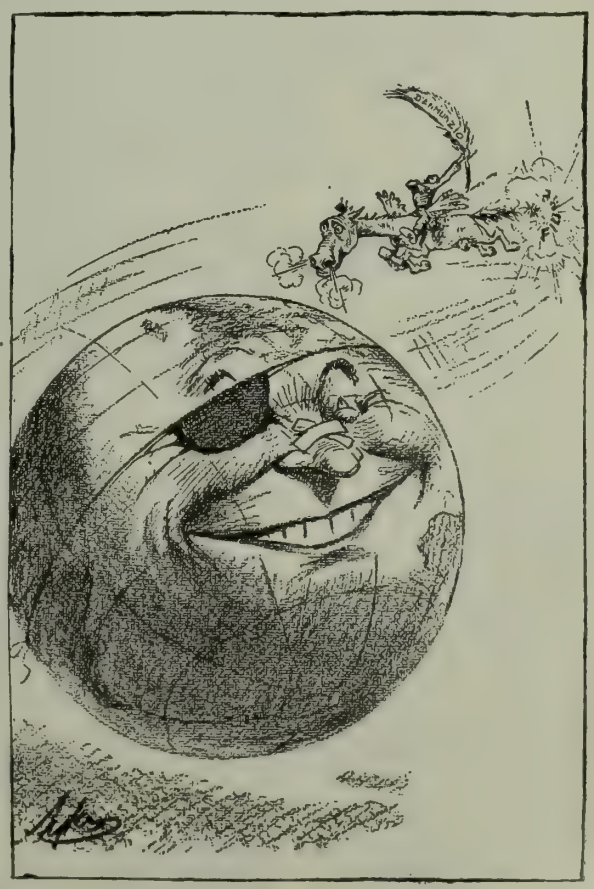
PUTTY.—Higher prices have been announced on putty. The cause is said to be on account of the great scarcity of whiting. There is, however, not a heavy demand at this time, and should more raw materials come to hand during the coming season it may be that the putty situation will be improved before the next rush season. The new prices are as follows:

Standard—100-lb. drums, $8.30 per cwt.; 25-lb. drums, $8.55. Pure—100-lb. drums, $10.80 per cwt.; 25-lb. drums, $11.05.

Linseed Oil Firm; Prices Unchanged

London, Ont.

LINSEED OIL.—Prices remain unchanged. The linseed oil situation is a



A little nonsense now and then——!

very uncertain one at the present time. It is generally conceded that prices are very high. However, this may be expected for a short time at least, until the Argentine and other crops of flax begin to move more readily. The following are the present quotations:

	Raw	Boiled
1 to 2 bbls., per gal.	$2 75	$2 78
3 to 5 bbls., per gal.	2 74	2 77
6 to 9 bbls., per gal.	2 72	2 75

Less than bbls., add 15c per gal.

Turpentine Scarce; No Change in Price

London, Ont.

TURPENTINE shows no change in price this week, although the present quotations are very high and firm. The stocks on the Southern market are said to be very low. The exchange situation has also been a factor for higher prices. The present quotations remain as follows:

1-bbl. lots, $3.35 imp. gal.; 2 to 4-bbl. lot, $3.34; 5-gal. lots, $3.50.

Window Glass Firm; Scarcity Still Felt

London, Ont.

GLASS.—The window glass situation has shown little improvement, and jobbers state that stocks are very limited. It may be that the scarcity will be noticed more keenly when the big demand comes forward at a later season, especially if the anticipated building operations are entirely carried out. The present quotations are as follows:

Single diamond, 15% off list; double diamond, 16% off list; cut light, 40% off list.

WINNIPEG MARKETS

WINNIPEG, March 11—Heavy and somewhat unusual price changes are shown this week. Many well-known and important lines appear for further revision of an advanced nature, the chief of which are as follows: Steel, bar iron, wire nails, finishing nails, copper rivets and burrs, solder, single and double bitted axes, malleable harness buckles and rings, game traps, calf weaners, agricultural wrenches, Iver Johnson revolvers, Winchester, Smith and Fox's shotguns and manila rope.

A rather unusual feature of this week's market is that all lines involved, with one exception, namely, manila rope, pertain to metal, the changes including the basic metals themselves and many direct as well as indirect products of the same. The continued and persistent advances of these markets must in time influence and advance the different lines dependent upon them for their manufacture, it is stated.

The new changes on iron and steel occurring again this week does not augur well for the future prices on many of these lines and unless solution be found to relieve the present shortage of raw material and more satisfactory transportation conditions exist, it is believed that many other changes will occur.

Business continues brisk and dealers, generally, are preparing for the spring trade that promises to be of a heavy and satisfactory nature.

Steel Advances Another 25c Per 100 Lbs.

Winnipeg.

STEEL.—Following recent advances, steel again shows further increase, this time to the extent of 25 cents per 100 lbs. This commodity has been of such an active nature as far as advances are concerned, as to make comment unnecessary. The general steel situation remains practically unchanged and a shortage still prevails. To-day's quotations are:

Steel—Soft or mild, round and square, 3-16 inch, 1-4 inch and 5-16 inch, $6.50 base. Round and square, 3-8 to 2 inches and flat up to and including 1 x 4 inches, $6 base. Round and square, over 2 inches and up to 3 inches and flat over 1 x 4 to 6 inches wide, $6.25 base. Round, over 3 inches to 6 inches, $6.75 base.

Band Steel, $6 base. Sleigh Shoe Steel, $6 base. Tire steel, $6 base.

Toe Calk Steel, 7-4 x 5-16, $6.50 base; 1-4 x 3-8, $6.50 base.

Bar Iron Revised Upwards; 4% on Previous Prices

Winnipeg.

BAR IRON, like steel, appears in the week's changes for further revision to the extent of 4 per cent. Although this market as a whole remains practically unchanged, it is believed that more satisfactory supplies could be realized if only shipping facilities could be improved. Reports show that many plants are increasing their output to such an appreciable extent that the iron market could be, to some extent, relieved if only sufficient cars could be obtained to handle and discharge in greater capacity the accumulating supplies.

To-day's prices are as follows:

BAR IRON—Round and square, 3-16, 1-4 and 5-16 inch, $6.50 base; 3-8 inch and 2 inches and flat up to 1 x 4, $5.50 base. Round and square, over 2 inches, and flat over 1 x 4 up to 6 inches wide, $6.25 base. Round and square, 3 inches to 6 inches, $6.75 base.

Prices Marked Up 4% on Wire and Finishing Nails

Winnipeg.

WIRE NAILS AND FINISHING NAILS show a further advance for the week of 25 cents per 100 lbs. This new advance, it is believed, is due to the present heavy demand for this commodity, combined with the existing shortage, and although the present prices appear firm it is believed the higher prices can be looked for.

The ruling quotations are:

Wire Nails, f.o.b. Ft. William, $6 base; Winnipeg, $6.50 base.

Finishing Nails, size 1 inch, $8.50; 1⅛ inch, $8.50; 1¼ inch, $8.15; 1½ inch, $7.90 per 100 lbs.

New Prices Move Copper Rivets and Burrs Up 18%

Winnipeg.

COPPER RIVETS AND BURRS, after a quiet period, are named for further revisions, the new advance being of a somewhat heavy nature, showing a clear 18 per cent. on old lists. An existing scarcity of the basic metal is said to be the cause of the new prices, and although the latest quotations appear firm, further advances are probable, it is believed. The present prices are quoted as follows:

Copper Rivets—Nos. 8, 66 cents; 10, 72 cents; 12, 77 cents per lb.

Copper Burrs—Nos. 8, 66 cents; 10, 72 cents; 12, 77 cents per lb.

Further Revision in Solder; Advances Same 3c Per Lb.

Winnipeg.

SOLDER again comes to the fore with the showing of a further advance of 3 cents per lb. The cause of this new increase, it is said, is due to the recent advances of the basic metals, which has necessitated the manufacturers advancing this product to the present prices. Guaranteed solder is quoted at:

Solder, 48 cents case lots. Wiping, 46 cents case lots; less than case lots, 1 cent per lb. extra. Wire Solder, 53 cents per lb.

Axes, Single and Double Bit, Advance 10%

Winnipeg.

SINGLE AND DOUBLE BITTED AXES are included in the week's changes, the new advance showing an approximate 10 per cent. on old prices. The past activities of the metal markets, it is believed, is the chief cause of this new increase. The raw material costing the manufacturers more, must necessarily advance, the price of the manufac-

tured article, it is stated. To-day's prices appear firm, but the future trend of the steel market, is is expected, will govern the trend of this line accordingly. Although the different makes of axes are too numerous to mention, the new change is on a general scale and all well-known lines are involved.

Single Bitted Axes—Weights, 1¾ to 2 lbs., $16.25; 2½ to 3½ lbs., $28; 4 lbs., $18 per dozen.

Double Bitted Axes — Assorted weights, $18 per dozen.

Advance Harness Rings and Buckles 12%

Winnipeg.

HARNESS BUCKLES AND RINGS appear for further price revision; the nature of the advance being 12 per cent. on old prices. This new advance, it is stated, can be solely attributed to the gradual influence of the present adverse metal conditions, the scarcity and advancing price of which cannot help but sooner or later influence and advance accordingly all lines dependent upon it for their manufacture, it is stated. The ruling prices are as follows:

Harness Buckles.—Japanned, size ½ in., $1.60; ⅝ in., $1.80; ¾ in., $2.15; ⅞ in., $2.60; 1 in., $3; 1⅛ in., $3.35; 1¼ in., $4.15; 1½ in., $4.95; 1¾ in., $6.25; 2 in., $7.55 per gross. Tinned, size ½ in., $1.80; ⅝ in., $2.15; ¾ in., $2.60; ⅞ in., $3; 1 in., $3.35; 1⅛ in., $4.15; 1¼ in., $4.95; 1½ in., $6.25; 1¾ in., $7.55; 2 in., $8.85 per gross.

Harness Rings.—Japanned, size ½ in., $1.10; ⅝ in., $1.10; ¾ in., $1.15; ⅞ in., $1.35; 1 in., $1.70; 1¼ in., $2.10; 1½ in., $2.85; 1¾ in., $3; 2 in., $3.25. Tinned, size ½ in., $1.25; ⅝ in., $1.25; ¾ in., $1.46; 1 in., $2.10; 1¼ in., $3.10; 1½ in., $4.40; 1¾ in., $5; 2 in., $5.50.

Game Traps Again Revised Showing Advantage of 7%

Winnipeg.

GAME TRAPS are again revised on a general scale, showing further increase to the extent of an average 7 per cent. on old list. Scarcity and the high price of raw material, coupled with the extra heavy demand for this line, it is said, is the chief cause for the new increase.

Prices appear firm but how long this condition will last is hard to surmise owing to the adverse conditions at present confronting the manufacturers of this class of goods.

The new lists are as follows:

Nos.	Victory per doz.	H. & N. per doz.	Newhouse per doz.	Oneida per doz.
1	$ 2 40	$ 5 20	$ 7 80	$ 3 85
1½	4 35	7 85	11 75	5 70
2	6 00	11 00	17 40	9 00
3	10 15	14 70	23 20	12 30
4	.....	17 30	27 35	.....
4½	.....	.....	73 70	.....

Calf Weaners Marked Upward to Extent of 30%

Winnipeg.

CALF WEANERS show rather heavy advance to the extent of a 30 per cent. rise. The present prices affects practically all the well-known lines, the change being general. The present prices appear firm and further advance is not anticipated at present, it is said.

To-day's quotations are:

CALF WEANERS—Size, for calves, $7 to $8; for yearlings, $8 to $9.25 per dozen.

Agricultural Wrenches Advance 10% *on Old Lists*

Winnipeg.

AGRICULTURAL WRENCHES appear in the week's changes on the showing of a 10 per cent. increase on old lists, the new change being due, it is said, to the present scarcity of the raw material. This condition is gradually, yet surely influencing and advancing many lines that have for some time shown marked firmness and solidity, but which are dependent on iron and steel for their manufacture.

To-day's prices are quoted at:

Agricultural Wrenches—Size 6 inches, $7.60; 8 inches, $9.15; 10 inches, $10.75; 12 inches, $13.80; 15 inches, $18.45 per dozen.

Shot Guns and Revolvers Marked About 5% *Higher*

Winnipeg.

SHOT GUNS AND REVOLVERS.—Higher prices appear on several well-known lines of shot guns and revolvers. This new advance has been anticipated to some extent for some time, owing to the difficulties manufacturers are experiencing in securing sufficient quantities of raw materials, and the advancing prices of same, coupled with the present high exchange rate, cannot help but quickly influence these goods and cause new prices to materialize, it is stated.

The new quotations appear firm, although how long they can be relied upon, it is believed, will depend entirely on future quotations of the steel market.

The latest listings appear as follows:

Shot Guns.—L. C. Smith's, B.F., $53.15; D.F., $63.25; OO, $68.25; OOE, $85.80; O, $82.95; OE, $102.40; 1, $117; 1E, $136.50; 2, $141.40; 2E, $160.90 each.

Shot Guns.—A. H. Fox, Nos. F.B., $97.50; F.A., $83.85; F.A.E., $99.85; F.S.S., $69.25; F.S.S.E., $85.25 each.

Shot Guns.—Winchester, Repeating, Model 1897, solid, $55; 1897 T.D., X12 Ga., $59.75; 1897 T.D. 16 Ga., $59.75. Standard, Model 1912, $68.90; Matted Rib, $80; Tournament, $101.75; Trap, $124.75 each.

Revolvers.—Iver Johnson's, Automatic Safety, size 32 cal. x 3 in., N.P., $15.40; 3 in. Bl., $16; 38 cal. x 3¼ in. N.P., $15.40; 3¼ in. Bl, $16; 32 cal. x 4 in., N.P., $16; 4 in. Bl., $16.40; 38 cal. x 4 in. N.P., $16; 4 in., Bl., $16.40; 32 cal. x 5 in. N.P., $16.40; 5 in. Bl., $16.75; 38 cal. x 5 in. N.P. $16.40; 5 in. Bl., $16.75; 32 cal. x 6 in. N.P., $16.75; 6 in. Bl., $17.15; 38 cal. x 6 in. N.P., $16.75; 6 in. Bl., $17.15 each.

Automatic Hammerless—Nos 3B, $16.95; 3 N.P., $16.60; 3¼ 2., $16.95; 3¼ N.P., $16.60; 4 B., $17.38; 4 N.P., $16.95; 5 B., $17.75; 5 N.P., $17.38 each.

Manila Rope Higher; A 2c *Increase Occurring*

Winnipeg.

MANILA ROPE, following the previous week's advance, again increases its lists to the extent of 2 cents per lb. A great shortage is said to exist in practically all branches of this commodity, which is retarded to some extent by adverse freight conditions. Only the pure manila rope is involved in the week's changes, although further advances on other lines, it is believed, may be expected at any time.

To-day's prices are:

Manila Rope, ¼ x 5-16, 38¼ cents; ⅜, 37¾c; 7-16 x ½, 37¼ cents; ⅝, 36¾ cents; ¾ and larger, 36¼ cents per lb.

Building Paper and Sheathing Up About 10%

Winnipeg.

BUILDING PAPER AND SHEATHING has been advanced approximately 10 per cent.; this is said to be due to the great scarcity of raw material and is said to be considerably affected by the present epidemic of flu and other diseases, which in themselves may not be serious, but have a restricting effect on the reclaiming of waste materials.

Some of the new prices are as follows:

"Triumph"—Plain, 400 sq. ft. to roll, $1.50 roll; Tarred, 400 sq. ft. to roll, $1.70.

"Cyclone"—Plain, 400 sq. ft. to roll, $1.25 roll; Tarred, 400 sq. ft. to roll, $1.40.

"Builders' Special"—Plain, 400 sq. ft. to roll, $1.25 roll; Tarred, 400 sq. ft. to roll, $1.40.

"Sunrise"—Plain, 400 sq. ft. to roll, $1.10 roll; Tarred, 400 sq. ft. to roll, $1.30.

"Western King" (Blue Waterproof)—400 sq. ft. to roll, $1.35 roll.

"Red Resin" (sized)—500 sq. ft. to roll, 25 lbs., $1.50 roll; 30 lbs., $1.70.

"Monarch" Sheathing (Waterproof) — 32 in. wide, 400 sq. ft. to roll, $3.50 roll; 64 in. wide, 800 sq. ft. to roll, $7.

"Hercules" Tarred Sulphate Sheathing—32 in. wide, 400 sq. ft. to roll, $4 roll.

"Hercules" Tarred Straw Sheathing—32 in. wide, 400 sq. ft. to roll, $3.25 roll.

"Comfort" Felt—20 oz. sq. yd., 450 sq. ft., $7.65 roll.

Red and Green Felt—450 sq. ft. to roll, $5.50 roll.

Carpet Felt—16 oz. sq. yd., 450 sq. ft., $4.00 roll; 20 oz. sq. yd., 450 sq. ft., $4.85.

Plaster Board—250 ft. to roll, $1.85 roll.

"Indruroid" Roofing—1-ply, 36 lbs. per sq., $3.20 sq.; 2-ply, 45 lbs. per sq., $4.00; 3-ply, 56 lbs. per sq., $4.60.

"Comfort" Roofing—1-ply, 35 lbs. per sq., $2.90 sq.; 2-ply, 45 lbs. per sq., $3.40; 3-ply, 55 lbs. per sq., $4.10.

"Winner" Roofing—1-ply, 35 lbs. per sq., $2.75 sq.; 2-ply, 45 lbs. per sq., $3.25; 3-ply, 55 lbs. per sq., $3.90.

"Klingon" Roofing—1-ply, 35 lbs. per sq., $2.75 sq.; 2-ply, 45 lbs. per sq., $3.20; 3-ply, 55 lbs. per. sq., $3.80.

PRESIDENT OF KENT-McLAIN FIRM IS DEAD

James Gowans Kent Was in Showcase Business for Fifteen Years

James Gowans Kent, president of Kent, McClain, Ltd., passed away at his home, 120 Madison Avenue, on Tuesday last. The late Mr. Kent had been ill for about six months but his end came rather unexpectedly as he had prepared to pay a visit to his office after a long absence.

Born at Selkirk, Ont., sixty-five years ago, the late Mr. Kent moved early to Hamilton where his father was a member of the firm of Gowans Kent, crockery and glassware merchants. This business was later moved to Toronto and Mr. Kent sustained his connection with it until fifteen years ago, when he became president of the Kent, McClain showcase business, Carlaw Avenue. He was an active worker at old St. Andrew's Church, of which he was an elder for many years.

The late Mr. Kent is survived by his wife (nee Caroline Wylie) and three daughters, Mrs. (Dr.) Dalton of Springfield, Mass., Mrs. (Dr.) Riddell of Toronto, Mrs. Hopkins Geoffrey Mill of Montreal, also by his brother, Mr. John G. Kent, general manager of the Canadian National Exhibition, and his sister, Mrs. (Rev.) Robert Hamilton of Brockville.

Some Weaknesses of Paint Merchants

What is the First and Most Potent Influence That Attracts Trade to a Successful Store?—Do You Know the Weakness of Ninety Per Cent. of the Merchants?

Written by ROYAL CLUXTON, Manager of the Canada Paint Company, Ltd.

THE first thing that impresses me about a truly successful paint merchant's store, is his complete and well-kept stock. A successful hardware and paint merchant recently remarked to me: "In my years of paint experience I have found one thing essential, viz., it is vitally necessary to be stocked on every item of common use, no matter how little the sale, and to never let the stock of any item be 'out.' It is worth money to have the reputation of having the most complete stock in town."

WHAT IS THE SECRET?

Did you ever stop to think of the first and most potent influence that attracts trade to the large and truly successful store—its stock—you are dead sure that you can get what you want there. Marshall Field's, for instance, is the greatest example of that success—it's a byword, "If you can't get it at Marshall Field's you can't get it anywhere"—and combine that fact with a reputation for nothing but first quality goods and you soon put yourself in a class all by yourself—your stock and quality combined with any kind of intelligent salesmanship is a magnet that will ever and always quickly give any merchant the lead in any town.

POOR STOCKKEEPERS

The weakness of 90 per cent. of the merchants I have met is being poor stockkeepers, afraid to invest a little money for increasing their stock, afraid of adding new lines; they do not anticipate trade, they wait for a dozen calls for an article by the consumer before they buy, and then they only put in a taste of the goods. The consumer comes in, looks over the stock—just what he wants is among the missing. He says nothing, but inwardly cusses the merchant for not being more progressive and quietly transfers his purchases to the fellow he likes less, but who has the stock for prompt delivery. The really successful paint merchant always carries every color on the House Paint Card which he gives out. The pick-and-choose method of some merchants who carry only a few colors on a card is a source of annoyance to both merchant and trade, and the opposing merchant who carries the complete stock soon wins the upper hand.

IT'S UP TO THE MERCHANT

The public is not in the habit of telling the merchant why it doesn't buy from him—it's too much trouble, besides that's his own lookout—they simply go where they will get the best assortment to look at and choose from and are reasonably sure of getting anything in the line they ask for, and "at once." The common example of makeshift sales methods is the practice of many merchants of carrying house paint in quarts and half gallons, but no gallons—not even in popular sellers. When a customer asks for a gallon or two gallons they hand him four quart cans or four quart cans and two half-gallon cans, usually charging him the higher small package price.

Continued on page 58

Keeping your paint paddles, color cards, auto finishes, and paints and varnishes out where everyone can see them is one of the best ways of increasing turnover. From now on a good many thousand people are going to be thinking about their spring painting and they will be interested in any displays you may have either store or window.

MOORE'S PAINTS

— GUARANTEED —
ABSOLUTELY SATISFACTORY,
OR MONEY REFUNDED.

Moore's Floor Paint

No other kind of household paint is subjected to such rigid and severe tests as floor paint.

It is walked on continuously and, as a rule, it is washed and scrubbed every few days.

It takes a REAL GOOD PAINT to stand this wear and tear and MOORE'S FLOOR PAINT is the one that does stand up satisfactorily.

We have such confidence in our FLOOR PAINT that we are giving, through our dealers, the same guarantee that goes with every can of MOORE'S HOUSE PAINT.

It is easy to apply and dries over night with a tough gloss finish.

We have a very interesting proposition to offer to Dealers. An Agency for MOORE'S Paints and Varnishes means —

BETTER PRICES
BIGGER PROFITS

For Interior Use

Maritime Sales Manager:
R. C. BLAKENEY,
276 South St., Halifax, N.S.

For Exterior Use

Western Sales Manager:
J. B. CLEVELAND
Box 821, Saskatoon, Sask.

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
TORONTO

SOME WEAKNESSES

Continued from page 56

It is unjust and does a great deal to smother the sale of large packages and quantities of mixed paint. The consumer pays the bill, but resolves in future to buy from some other merchant who can give him a whole gallon when he asks for it, and at the gallon price. He is not willing to pay the price of the merchant's weakness in not carrying the proper stock. And the merchant wonders why he is not getting more business—wonders why others seem so successful—and concludes he has a peculiar set of people to trade with. I firmly believe that any average, intelligent merchant who will first choose the best quality goods he can get as his leaders and then stock them "complete" and keep his stock well filled in, can with proper and intelligent advertising build up a signal success in any community.

Enamelled Ware is Needed at Hong Kong

Following an inevitable lull consequent upon the war, the enamelled ware trade at Hong Kong is now making good recovery, and since the signing of the armistice there has been a constant increase in the importations, says the "London Chamber of Commerce Journal." The United States Consul at Hong Kong states that, during 1918, the total imports of enamelled ware were valued at about £87,700, of which Japan furnished all but about £2,000 worth, Great Britain and the United States dividing that small portion of the trade about equally. Imports during the past year show increasing trade, their value for the first quarter being placed at about £20,000, and for the second quarter at about $45,000. Almost the whole of these imports came from Japan, the explanation being, that with the common people in China, the first requisite is cheapness rather than quality; and this is precisely what the Japanese manufacturers can supply. The form of enamelled ware chiefly in demand is in the way of large and small cups, washbasins and other toilet articles, and small pots for cooking rice. There are large possibilities of this trade, as a whole, in China and the Far East generally, and the demand for enamelled ware of a higher grade is also likely to increase in the near future.

English Linseed Oil Now On Canadian Parity

Montreal.—It is stated by the trade in Montreal that, while it has been possible to obtain English linseed oil at a somewhat lower price than that charged for oil crushed in Canada, the two oils are new selling on a parity. An advance was made about ten days ago on the English oil, which brought the basis to just about the same level as was ruling, and is now ruling for Canadian-crushed oils.

Business Already in Hand Indicates That Last Year's High Records Will Likely Be Smashed

W. S. Fallis Says That the Volume of Business at Present is Much Greater Than That of Last Season—Some Raw Materials Hard to Procure, But No Actual Shortage Yet

IN discussing conditions in the paint trade with W. S. Fallis, managing director of the Sherwin Williams Company of Canada, Limited, HARDWARE AND METAL was informed that, although the increases in paint sales in 1919 were very considerable, the records for 1920 are revealing a big excess of business over the previous year. Not only in point of value, but also in actual gallonage, the present volume of business is very much greater than that of last season.

Mr. Fallis indicated that, while difficulties still exist with regard to procuring raw materials, manufacturers have been able to make satisfactory arrangements for immediate and near future business. This applies as well to the container problem, and while supplies are hard to get, no actual acute shortage has, as yet, been experienced. From all sections of the country, orders have been received in large numbers, and the outlook is decidedly bright for a big season.

While Mr. Fallis indicated that, as far as his company is concerned, a large international trade was continually being transacted. The present unfavorable rate of exchange on the pound sterling has had an effect of curtailing somewhat the demand for corroded white lead. At the same time, the demands of the domestic market are so big this year that any shortage of export orders will serve to secure to the Canadian trade a larger supply, not only of this product, but also of manufactured lines which will soon be in big demand.

Altogether, the outlook is splendid, and the actual results accomplished thus far for 1920 augur well for the future. No difficulty has been experienced in maintaining staff at full swing owing to the prevailing epidemic, but production has not seriously suffered from this factor, Mr. Fallis stated.

Auto Manufacturers Absorbing Several Carloads of Glass Daily

While Production is Increasing, Demand for Output Will Grow as Building Operations Get Under Way—Some Shipments of Belgian Glass Are Arriving

MONTREAL. — The immense strides being made by automobile manufacturers throughout the country is responsible for a great deal of the activity which now obtains in the glass market. Manufacturers of automobiles will absorb several carloads of glass daily, and some of them have not yet reached their maximum production. While it is expected that the output of glass, as made by the different factories throughout the country, will increase as well as that from Europe, it will be readily seen that consumption will doubtless keep pace with this increased production.

When Building Starts

While a considerable amount of building has been done throughout Canada during the winter months, it is but reasonable to expect that there will be a great forward stride within the next few weeks. This means that the demand for glass will very greatly increase, and just where supplies will come from will be a problem to confront the trade in due time. In the meantime, while production has greatly increased in Belgium, HARDWARE AND METAL understands that the home market, or rather that of France and England, would readily absorb the total output without difficulty during the coming summer. However that may be, certain supplies of the Belgium product have reached the Canadian market, and it is hoped that more will come.

In any case, the situation is a strong one, and jobbers are generally expecting a full maintenance of the present price basis, and no recession of values is anticipated at the present time. It is also felt by some that there are few large stocks in the hands of the trade throughout Canada.

Advances May Be Made in Red Lead

Montreal.—Genuine and adulterated dry red lead is firmer in price, and while the quotations given elsewhere in HARDWARE AND METAL stil apply, the tendency is a strong one, and advances may be recorded. The present market price per 100 pounds, for the genuine red lead sold to the trade, ranges around $15,50 to $16.

They'll all want fresh walls this Spring

Springtime is cleaning and decorating time. The time when faded and worn walls are refinished—the time when your customers and prospective customers are buying wall finishes.

Are you ready to meet this demand with Glidden Flat Wall Finishes?

Glidden Flat Wall Finish is a most satisfactory wall finish. It can be washed repeatedly; it's sanitary; it won't lose its soft, rich tone. And it's durable, too, with remarkable covering qualities.

Any of its fourteen delicate shades and white are just the thing for protecting and beautifying rough or smooth plaster as well as wood, cloth, metal or wallboard surfaces.

The addition of Glidden Flat Wall Finish to your line represents a real opportunity for you. Write for our proposition to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

***Branches* at Montreal and Winnipeg**

White Lead in Oil Advances Two Cents; Standard Putty is Up a Dollar

MONTREAL. — As indicated in HARDWARE AND METAL of March 6, advances were to be expected on white lead in oil, following the stiff increase made a few weeks ago for dry white lead. It was stated in HARDWARE AND METAL that higher prices were bound to come, and that the new costs would be from one and a half to two cents higher than former schedules. The increased prices have been made effective, date from Friday, March 5, are two cents above the former prices, and will apply until May 15, unless, in the meantime, other factors enter to make a further change necessary.

Hard to Find

The lead corroders have been facing many increases in the costs of pig lead, and within the past few weeks have encountered new difficulty, in that it has been almost impossible to secure spot lead, or definite delivery dates. As stated in the special article published in HARDWARE AND METAL last week, "it is impossible to get pig lead, either American, Mexican or Canadian. Deliveries this summer will be very limited and there may be a shortage of white lead in oil."

The new prices on standard white lead in oil are now as follows: Five ton quantities, per 100 lbs., $19.50; ton lots, per 100 lbs., $20, and in ordinary small lots, less than tons, $20.35.

It was some surprise to a number of the paint jobbers, that an advance of one dollar per 100 lbs. was made for putty. "We really did not expect there to be any increase," was the answer in which one manufacturer put it, "for, although the raw materials are scarce, the demand at this time of the year is not heavy, and we thought prices would remain unchanged."

However, when costs were more fully gone into, it was decided that former prices were insufficient, and that, owing to the short supplies of whiting, and the higher price of linseed oil, a dollar increase was fully justified. This increase will affect all sizes to the extent of one dollar per 100 lbs., and new corrected prices will be found elsewhere. The same dating applies on putty as on the corroded lead, that is, the higher price dates from March 5, and is to run until May 15, unless other factors necessitate a change.

May Be No Paint Change

It is not anticipated in paint circles that the advance for lead in oil will make any change, for the immediate present at least, on prepared paints. Manufacturers have generally anticipated their spring orders, and have been working to capacity to take care of the probable demands of the retailer, and who has been ordering quite heavily.

Prices May Be Lower for Turpentine Before Very Long

Market is Very Firm at Present, But Quotations on June and July Delivery Are Considerably Lower Than To-day's Figures

THE present position on turpentine is a decidedly firm one, supplies being scarce, and the likelihood of relief coming at an early date is most uncertain.

"We have a plentiful supply of turpentine as well as of rosin, on the way," said a large importer to HARDWARE AND METAL, "but it has—part of it—been on the way for six weeks, and will likely be held up much longer. For this reason we are not quoting at the present time. These supplies come through Boston and Portland, and the traffic is and has been so congested that we cannot be deliveries."

May be Easier Later

Asked further as to the tendencies, this informant said that prices would probably be lower a little later on.

"Prices for June and July delivery are being quoted considerably less than present prices," he said, and on the present basis of exchange supplies could be bought for delivery at the above time at around $2.20 per gallon.

"What will be the position with European interests buying heavily, as they probably will?" HARDWARE AND METAL asked.

"I understand that ocean rates will be advanced fifty per cent., and this will probably make the price of turpentine too high for European buyers; they will buy to a lesser extent, at least."

Paint Men Attend New York Meeting

Montreal.—Accepting the invitation of the United States section of the Save the Surface Campaign, to attend a meeting and banquet of the committee at Hotel Astor, New York, the following members of the Canadian committee left on Tuesday night, and on Wednesday, from Montreal: George Henderson, R. C. Misson, A. T. Black, John Irwin, and Lionel Benison. H. E. Mihell was also in attendance, and W. S. McLennan went down on Wednesday. Important topics of an international nature were discussed.

Annual Convention of Berry Bros.' Salesmen

An interesting sales conference was the annual get-together of the Hundred Per Cent. Club at the Detroit plant of Berry Bros., Inc., makers of varnish products.

The club is made up of the men on the selling force who have, during the previous calendar year equalled or exceeded the sales quotas laid down for them in advance. Several of them have voluntarily requested that their quotas be increased, and from the viewpoint of C. L. Forgey, the general sales manager, they were far from light to start with.

The meeting, which was under the direction of Mr. Forgey, lasted two days. The first day was devoted to a general analysis of both sales and manufacturing conditions affecting the company's various products, and a general outline of merchandising plans for the coming year. A theatre party was held in the evening.

The second day's proceedings embodied a detailed market study of different products. A banquet in the evening wound up the meeting. Prizes and souvenirs were distributed, and addresses were made by E. W. Pendleton, vice-president; W. R. Carnegie, assistant general manager; C. L. Forgey, general sales manager, and others.

Says Gasoline Prices "Grossly Excessive"

London, England.—Existing prices of gasoline are considered as "grossly excessive," in a report submitted by a committee appointed under the Profiteering Act to investigate prices. It says the concentration of control of the supply in hands of enormously powerful combines constitutes such a dangerous power, if improperly used, that it is imperative that Governments should give attention to it. Recommendation is made that oil prices be regulated by the League of Nations under international agreements.

Standard Oil Company and the Steel Corporation are named in the report as the combines mainly concerned, and it is declared the existing price of £23 f.o.b. New York is much too high. It is said that the committee had been informed that the average price ought not to exceed £7 10s. per ton. High prices are attributed to powerful financial interests taking advantage of a tendency of demand to outstrip supply, and grave danger of a permanent world famine of motor spirits is foreseen. The report, for this reason, urges the British Government to foster the production of British motor fuel.

REED'S
ECONOMY ROTARY
ASH SIFTER

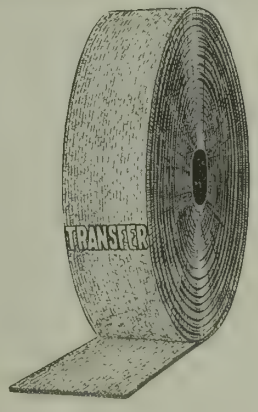
Made Better so as to Sell Better

DEALERS—Your customers will be better satisfied with the "Economy" sifter because it is made of heavier material than other makes. Write for descriptive circular and prices.

Geo. W. Reed & Co., Limited
37 St. Antoine Street, Montreal

"No Creep—
No Crawl"

"Transfer"
Power
Belting



An Ingenious Double Weave

makes each thickness practically 2-ply because it is double woven and so united that the parts cannot "creep" or "crawl."

Exceptionally strong and reliable; weather-proofed; and its unusually perfect "hug" takes care of suddenly shifting loads with ease.

Made in widths from 1 to 48 inches, and in 2 to 10-ply.

Fully guaranteed by the manufacturer.

Sole Selling Agents

Campbell Agencies
McKinnon Bldg. Toronto, Ont.

Varnish Efficiency

Efficiency in varnish means the right varnishes for the right use for the right price. Anything less than this is a handicap and unnecessary expense to the user.

For every use for which varnishes and their allied products are employed, Berry Brothers' products are 100% efficient. The name of Berry Brothers guarantees the utmost in quality and dependability.

Partial List of Distributors of Berry Brothers' Products

A. M. Bell & Co., Ltd.	Halifax, N.S.
Lariviere, Inc.	Montreal, Que.
L. H. Gaudry & Co.	Quebec, P.Q.
Wood, Vallance, Ltd.	Winnipeg, Man.
Wood, Vallance & Adams, Ltd.	Calgary, Alta.
Revillon Wholesale, Ltd.	Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd.,	Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd.,	Nelson, B.C.
Frank A. Gillies Co.	Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd.,	Port Arthur, Ont.
Whites, Ltd.	Collingwood, Ont.
Sanderson Pearcy & Co., Ltd.	Toronto, Ont.
Townsend Paint Mfg. Co.	Montreal, Que.

BERRY BROTHERS INC
World's Largest Makers
Varnishes and Paint Specialties

Walkerville, Ont.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 11.—Of prime importance and leading interest this week is that of the increase of 2 cents made for white lead in oil, which advanced to $40 per ton basis last Friday. This is an immediate result of high prices being charged for pig lead by the producers. The advances will be effective until May 15, or probably longer, unless some new factors should develop and result in a change.

Linseed oil is 10 cents a gallon higher, due to scarcity of seed, crushers stating that they are unable to obtain the supplies they require owing to congested traffic conditions.

Putty increased 1 cent per pound since last week this being a direct result of higher raw material costs, whiting being the biggest factor. Prepared paints are steady but unchanged, and orders are still numerous. Shellacs and varnishes are very firm, with advances not unlikely, particularly for shellacs, gums and alcohol being two important firming factors.

Turpentine Price Held; Is Hard To Get

Montreal.

TURPENTINE.—There is, with some, a spot scarcity of turpentine, and one large jobber is selling in 5 gallon lots only. This suggests that there is increased shortage, and such is the case. With such bad storms from week to week the railway companies have had great difficulty in moving shipments, and there is unlikely to be much relief for some time. While a few firms are still quoting barrel lots at $3.20 per gallon, others are naming prices on 5-gallon lots only at $3.32 per gallon, packages extra.

Turpentine—	Imp. Gal.	
Single barrels	3 20	3 25
Small lots	3 27	3 32
(Packages extra.)		

Linseed Oil Price Advanced Ten Cents

Montreal.

LINSEED OIL.—An advance of 10 cents a gallon has been made on linseed oil, and this is due, in large measure, to the continued shortage of the necessary seed for crushing. Some crushers, HARDWARE AND METAL understands, are temporarily "not quoting." This will be relieved as soon as the transportation difficulties are cleared up, and this, in view of the fact that storms have been so severe everywhere in Canadian as well as United States territory, may not come rapidly. Already reports to HARDWARE AND METAL indicate that the hardware trade has been ordering oil during the past week or two, and indicating that the retail sellers are possessed of but limited stocks.

Raw—	Imp. Gal.
1 to 2 barrels	2 60
3 to 4 barrels	....
Boiled—	**Imp. Gal.**
1 to 2 barrels	2 62½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Varnishes Are High; White Shellac Scarce

Montreal.

VARNISHES, SHELLACS.—Prices on varnishes can be no lower while the present scarcity of raw materials and their high prices continue, say the makers. The tendencies are upward, particularly on shellacs. "White shellac is most difficult to procure, and all grades are scarce," said the sales manager of a large paint concern to HARDWARE AND METAL. As a matter of fact a nominal situation obtains with regard to the latter commodity.

Orders Still Heavy For Prepared Paints

Montreal.

PAINTS, SPECIALTIES.—Prices are unchanged but firm on all lines of prepared paint, and there has been much activity, particularly as it relates to placed orders now being shipped. It is not expected that the recent advances for lead in oil will affect the basis for ready-mixed paints now, but the undertone is still firm. Manufacturers are working overtime still, to cope with the demands of the trade, and they claim that orders will be handled with due dispatch despite the transportation and other difficulties which confront them.

Two-cent Advance For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—HARDWARE AND METAL pointed out very definitely last week that a change was imminent in the price of white lead in oil, and this change, when made, would record an advance. Since that time a 2 cent increase has been registered, and this is effective as from Friday, March 5.

Paint men and corroders expected that there would be an advance of around 1½ cents, while a few thought this might reach 2 cents. The immediate reason for the increase is that of the advanced prices being charged by lead producers for pig lead, which it is difficult to procure at any price. Unless heavy supplies had been held by the corroders, it is very probable that prices would have been sooner advanced. New prices on Government standard lead are as follows: 5-ton lots, per 100 lbs., $19.50; ton lots, $20, and smaller than tons, $20.35. These prices, unless something unforeseen occurs, will remain effective until May 15, 1920.

One Dollar Increase In Price of Putty

Montreal.

PUTTY.—Somewhat unexpected comes an advance in the price of standard putty, which was made on Friday last. This market has been firm, and everything pointed to a continuance of this, as outlined by HARDWARE AND METAL'S weekly reports for some time past. The whiting scarcity was the biggest factor, while linseed oil has, of late, proved to be a firming factor. When costs were most closely figured out a week ago it was ascertained that an advance would have to be made immediately, and the new prices will date from March 5 and continue, in all probability, until May 15. New prices are as follows:

PUTTY—	5 ton	1 ton	Quanty.
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 30	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	10 10	10 35	11 70
Do., in 100 lbs. cases	8 65	8 90	9 25

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.
Glaziers' putty—$1.60 per 100 lbs. advance on above prices.
Terms—2% 15 days, net 60.

Big Sales Glass Will Be Continued

Montreal.

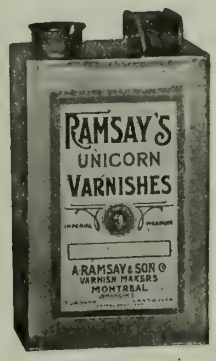
GLASS.—The jobbing trade fully expects that there will be, this spring and summer, a brisk demand for glass. It has not been slow all winter, but the better weather conditions will impart a stimulus that is always looked for. Under these conditions it is stated that prices are likely to hold quite high, although at the moment there is no indication of immediate change, one way or the other. Transportation is expected to be better within a short while. Plate glass is selling on the following basis:

PLATE GLASS LIST

				per sq. ft.
Plates up to	1 foot, each			$1.30
Plates from	1 to	2 feet, each		1.45
"	2 to	3 "		1.75
"	3 to	4 "		2.20
"	4 to	5 "		2.45
"	5 to	7 "		2.55

Ramsay's

"The Right Paint to Paint Right"



The Kind That Sells on Sight

Ramsay Paints and Varnishes *do* sell on sight—a good display of Ramsay's always reminds a lot of customers that they need paint.

Ramsay's Paint is paint that sells right—you *couldn't keep* people from buying Ramsay's! People that have had confidence and satisfaction in it for over 78 years are going to have it! They go to the dealer that sells it, and have more confidence in his store because he does.

If your paint turnover isn't what it should be you need Ramsay's Paints and Varnishes.

A. Ramsay & Son Co.

Makers of Property Preserving Paints and Varnishes for 78 Years

Montreal

Toronto **Vancouver**

Distributors

Edmonton District:
Revillon Wholesale Limited
Edmonton

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

"	7 to 10	"	2.85
"	10 to 12	"	2.90
"	12 to 15	"	2.95
"	15 to 25	"	3.10
"	25 to 50	"	3.20
"	50 to 75	"	3.25
"	75 to 90	"	3.30
"	90 to 100	"	3.70
"	100 to 120	"	3.85
"	120 to 140	"	4.70

Plates 101 to 110 wide, containing not over 100 feet, each, $4.75 per sq. foot.

Plates 111 to 120 wide, containing not over 100 feet, each, $5.25 per sq. foot.

Plates 101 to 110 wide, containing over 100 feet, each, $5.25 per sq. foot.

Plates 111 to 120 wide, containing over 100 feet, each, $5.75 per sq. foot.

Trade discount, 15%.

Above prices f.o.b. Montreal. Casing extra.

TORONTO

TORONTO, March 11.—The paint department is again affected with higher prices, white lead in oil and putty being the two features. Prepared paint is very firm, and some would not be surprised to see another advance in the near future. Varnish prices may also be revised upwards. The shellac situation has not improved, it is stated.

Business continues to be brisk and a good season is look forward to. Collections are very satisfactory and if the proposed building plans are carried out merchants should experience one of the best years of their history.

White Lead in Oil Has Jumped $40 Ton

Toronto.

WHITE LEAD IN OIL has advanced $40 per ton. This has been predicted in these columns for some time. The manufacturers and jobbers state that this is due to the advance cost of raw material and that they can see no change for lower prices for some time to come unless the raw materials become cheaper and more plentiful. Although this is generally conceded to be a high price it has seemed to cause no restriction in regards the buying, as in many cases the merchant knows that he will require the stock and is going ahead buying it regardless of the cost.

Paint Prices Are Firmly Held

Toronto.

PREPARED PAINT continues to show a heavy demand, and a good volume is moving. It is hard to state just what the future will show in the way of prices. The present quotations are firm and the tendency is for higher prices.

Varnish Prices Firm; May Be Revised Upward

Toronto.

VARNISH.—Although present quotations on varnish are very firm, no higher prices have yet been announced. It is interesting to note that present quotations on hard oil and bulk varnishes are lower than present paint prices. This is the reverse of the usual situation, as this class of varnish usually sold for as much and oftentimes more than the best grades of paint.

How long present prices will hold is a problem not easily solved, although higher prices in the near future would cause little surprise, as it is generally conceded that this commodity is sold on a lower scale than should be.

Putty Prices Have Been Marked Up $1 Per 100

Toronto.

PUTTY.—Higher prices have been effective on putty, which is said to be due to the great shortage of whiting. The transportation is said to have some bearing on the matter, as manufacturers state they are held up for raw materials. It is hard to say just what the situation will be in putty when the big demand comes again in the Fall; it may be that whiting will come to hand better and the situation may change before the fall business starts, although it is a very uncertain market at the present time. The following are the new prices:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

High Price Turpentine May Be Further Raised

Toronto.

TURPENTINE.—The high prices on turpentine to hold, and although turpentine is becoming very scarce no higher prices have been made this week. The situation at present is very uncertain, and it is the opinion of some that prices on this commodity will be very erratic for the next thirty days or so. The stocks in the South are said to have been hardly ever lower and the demand is increasing. The fact that English sterling is gradually creeping back to a more normal figure may stimulate the already heavy demand. The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 35
2 to 4 barrel lots	3 34
5 gal. lots	3 50

Linseed Oil Firm; Seed Not Coming Forward

Toronto.

LINSEED OIL.—Prices remain unchanged although they are held at a firm figure. Crushers state that seed is not coming to hand in sufficient quantities to warrant lower prices. Argentine seed as yet has not begun to arrive and some have it that this seed is going to Europe. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 75	2 90
3 to 5 barrels, gal.	2 74	....
10 barrels and over, gal.	2 72	....
	Boiled	
1 to 2 barrels, gal.	2 78	2 93
3 to 5 barrels, gal.	2 77	....
10 barrels and over, gal.	2 75	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Trade Enquiries

The names of the firms making the inquiries given below, with their addresses, can be obtained only by those interested in the respective commodities upon application to HARDWARE AND METAL.

Please Quote the Reference Number When Requiring Addresses

477. **Mica**—An important British firm in Tokyo, Japan, which imported the bulk of the Japanese requirements of mica before the war, is again open to receive samples and prices in following sizes: 1 in. by 1 in. (popular size); 5 in. by 5 in. (special size); 12 in. by 3 in. (special size).

478. **Mica**—A large Anglo-American firm in Tokyo has been importing Indian mica from London for the past few years, but would be glad to receive samples and prices from Canadian producers able to supply same in standard sizes and of good quality.

479. **Mica**—A large British electrical house situated in Tokyo would like to receive samples of uncut electric mica, ruby clear and slightly stained. The ordinary sizes from special down to No. 6 are all required, and prices and full information as to packing will be appreciated.

483. **Metals and their manufactures**—A firm of commission agents in Milan, Italy, wish to get in touch with Canadian houses dealing in metals and their manufactures.

488. **Plumbers' supplies** — A favorably-known firm in Milan, Italy, are willing to consider Canadian offers of plumbers' supplies.

490. **Metals**—A important firm in Milan are anxious to secure exclusive representation for the whole of Italy of Canadian exporters of all kinds of metals.

497. **Electrical accessories**—A house in Milan, Italy, wish to get in touch with Canadian firms dealing in electrical accessories.

498. **Autos, ploughs, motors, engines, steel, etc.**—An important limited company in Milan, Italy, are anxious to get in touch with Canadian firms interested in autos, ploughs, motors, engines, steel, etc.

504. **Colors, varnishes, white lead, linseed oil, oxide of zinc, minium, etc.**—A firm in Milan, Italy, are desirous of getting in touch with Canadian exporters.

506. **Industrial chemicals, colors, paints, etc.**—A firm in Genoa, Italy, invite Canadian exporters to open up correspondence on industrial chemicals, colors, paints, etc.

521. **Asbestos, technical articles**—A firm in Milan, Italy, inquire for asbestos and technical articles.

533. **Galvanized roofing**—One of the oldest and most reliable firms in Trinidad desire to be put in touch with suppliers of galvanized corrugated sheets.

534. **Asbestos roofing**—An old and reliable firm in Trinidad wish to stock asbestos roofing and tiles.

536. **Carpenters' tools**—A firm in Trinidad request to be put in touch with Canadian suppliers of carpenters' tools of all descriptions.

An Advertising Moral

Manufacturers who sell to retailers cannot help being impressed with one of the main causes for the downfall of the liquor business. This was the failure of the brewer and the distiller to give constructive attention to the retail end. They concerned themselves with manufacturing. They advertised their goods and carried on publicity propaganda. They worked hard to combat the rising sentiment against liquor. No such widespread institutional advertising reaching out into so many angles ever was done before. And then, after spending millions in making and advertising, they let the retail part take care of itself.

Is not this neglect of the retailer being duplicated in a measure by some manufacturers? They devote time and money to bringing and keeping their goods up to the highest standard. They advertise liberally to increase consumer demand and good-will. Then they do not realize adequate dividends on this because of failure properly to line up the retailer. PRINTERS' INK a few months ago told about an Indiana dealer whose attitude towards a famous nationally advertised talking-machine actully shut that product out from an entire county. This was a case where the dealer was well acquainted with the merits and salability of the machine, but objected to the company's selling proposition.

Almost any manufacturer will wax indignant if told he is neglecting the retailer. But this does not alter the truth of the condition in many instances. The neglect is not intentional, of course. The manufacturer is ready to help, and he does help. But the trouble is the help is not constructive and practical enough.

One big concern advertised broadcast its willingness and preparedness to assist its customers in every phase of their store activities. Then it placed the whole proposition in the hands of one advertising man. This man would have done quite well as advertising counsellor along a variety of lines. He was a clever worker and a good thinker. All he lacked — and this was a fatal lack — was a knowledge of the retail store.

The trouble with much of the service work, as PRINTERS' INK has said several times, is that it often is the product of a desk theorist. You have got to know a lot more than how to make a clever lay-out or write good copy if you want to do something worth while for the retailer. You have got to know the retailer, his problems and his customers. There is no royal road to this sort of knowledge. The best way to get it is to go out and dig for it — to go right to the retail store, work or talk with the retailer, and bring to bear upon his difficulties the fresh viewpoint of the outsider.

Many of the most successful concerns in the country have found that this is the only basis upon which real service to the retailer can be built.

— Editorial, "Printers Ink."

The business newspaper gives you a chance to build business with the merchant who sells your goods.

MacLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver
Boston New York Chicago
London, Eng.

Publishers of the following specialized business papers:

Hardware and Metal	**Canadian Grocer**	**Bookseller and Stationer**
Sanitary Engineer	**Dry Goods Review**	**Druggists' Weekly**
	Men's Wear Review	

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Ammunition, in cases. Discount 30/10/20%.

Terms—Metallics and shot shells, 60 days net, 2% 30 days. All goods f.o.b. factory.

AMERICAN AMMUNITION

List of Prices.

Subject to 15% advance on list.

B.B. caps, $3.50 per M.; B.B. caps concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridge—Centre Fire Smokeless, $72.25 per M; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester, self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $0.00; Nos. 1 and 2 (100 in box), $0.00; Nos. 1-W, 1½-W, 2½-W and 3-W and 5, and 6½, 100 in box, $0.00; Berdan Nos. 1, 1½, 2 (250 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80; new No. 4, $5.50; U.M.C., 38, $5.50.

Shot, standard, 100 lbs., Toronto, $16.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base s io to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz.	$17 50
No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50
No. 5, doz.	27 00
No. 6, doz.	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb.	$4 00
No. 2 x 50, lb.	5 00
No. 3 x 60, lb.	7 50
No. 4 x 100, lb.	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15, 10%.
Standard Quality, 1b, 10, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $3.25.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21 00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver.
Gilmour Auger Bits, 15%.
Gilmour Eye Augers.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1—18 x 24	9 80	10 80
2—18 x 28	11 00	12 65
3—20 x 30	12 60	13 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31,	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz. 12 60

BOARDS, SLEEVE—

No. 3 dozen .... $ 6 00

BOARDS (Wash) Zinc

	Doz.
Baby Globe	$2 50
Beaver (brass)	8 00
Canada Glass	6 60
Competition Globe (metal)	4 25
Diamond King (glass)	7 00
Enamel Queen	8 50
Glass Globe	7 00
Improved Globe	5 40
Jubilee	6 05
Neptune	6 15
Newmarket King	6 05
Original Globe	5 90
Pony	2 50
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	3 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 15%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 20%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, 10%.
Machine Bolts, 7-16 in. dia. and larger, 10%.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 30%.
Square Head Blank Bolts, 10%.
Bolt Ends, 10%.
Plow Bolts, 5%.
Elevator Bolts, large head, 5%. corrugated head, 40%.
Fancy Head Bolts, 5%.
Shaft Bolts ($3 list), 5%.
Step Bolts, large head ($3 list), 5%.
Whiffletree Bolts, 5%.
Nuts, square, blank, add to list, $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list, $2.00.
Stove Bolts, 55%. Tire Bolts, 40%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLOCKS—ALARM—

Big Ben	$4 00

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each	1 60
Lookout	2 00
Sleepmeter	2 16

Hamilton

CLOTHES BARS AND DRIERS

	Per Doz.
Leader Clothes Dryers	$10 85
Clothes Bars, No. 1	14 10
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$10 75	$21 50
5 ft.	13 50	27 00
6 ft.	16 50	33 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths	$6 85
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 60
18—6-strand, 50 ft. lengths	5 33
19—6-strand, 100 ft. lengths	4 50
19—6-strand, 50 ft. lengths	5 00

F.O.B. Montreal, Toronto, London

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 85	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, net list; trace chains list; dog chains, 12½%; halter chains, 12½%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 41	0 39
Soft sheets, plain, 16 oz. and heavier, lb.	....	0 43
Plain Tinned, 16 oz. and heavier, lb.	....	0 47
Polished and Tinned, 16 oz. and heavier, lb.	....	0 52
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 59½c, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 04
No. 7, lb.	1 03
Nos. 8, 9, 10, 12	1 02

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.00

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank

List each.

⅛	$0.45	19/32	$1.30
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.90
11/32	.75	13/16	1.99
⅜	.80	27/32	[illegible]
13/32	.85	⅞	[illegible]

THIRTY-FIVE
Years' Reputation

Is back of every pound of

Harris Heavy Pressure
BABBITT METAL

And the same applies to all the goods we make

WE ARE THE LARGEST MANUFACTURERS of White Metal Alloys IN THE DOMINION and can give you close prices on

Babbitt **Solder**
Lead Pipe **Sheet Lead**
And All Ingot Metals

LET US KNOW YOUR REQUIREMENTS

The CANADA METAL CO., Limited

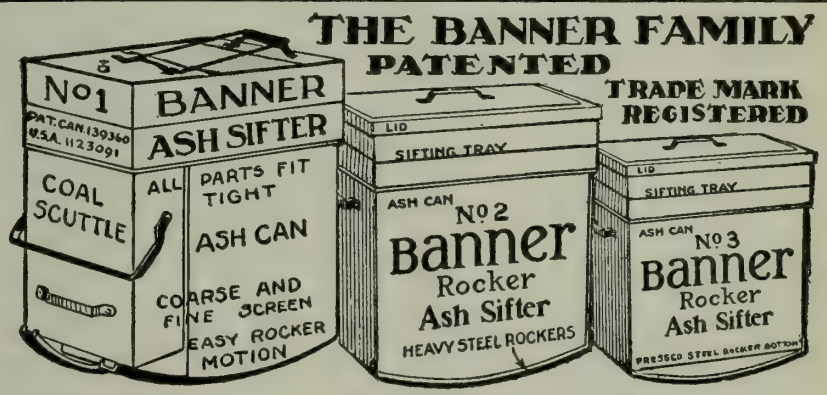
HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Mr. Hardware Dealer—
Mr. Clerk—

STUDY THE GOODS YOU RECOMMEND

WHAT ARE THE ADVANTAGES OF 2 SCREENS?

The coarse screen sifts rapidly—the fine one below saves much extra fuel by the same operation, thus reducing the work to ⅓.



THE BURROWES MFG. COMPANY - - TORONTO

When writing to Advertisers kindly mention this paper

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 60	0 75
B	0 27	0 37
C	0 18	0 27

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.
Standard couplings, 4-in. and under, 30%.
4½-in. and larger, 10%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRILLS, ELECTRIC

Single heat, round, each $10 80
Three heat, round, round 12 80
Discount 20 and 5%.
F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1"	$11.25-$12.75
Perfect, No. 1½	13 20-13 80
Russet rope shank, 1¼ in.	13 85
Black rope shank, 1 in.	13 75
Black rope shank, 1¼"	12.50-13 85
Hand sewn, no shank, 1 in.	17 40
Hand sewn, no shank, 1¼"	18 75

Halters (Sisal)

7-16 in. gross, $24; 9-16 in., $36 F.o.b. Toronto. London—7-16 in., $9.10 doz.; ½ in., $2.65 doz.

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt. ..$17 50
Masons, 5 lbs. and over, per cwt. 20 00
Masons, 5 lbs. and under... 22 50
Napping, up to 2 lbs. 25 00
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 40	$5 00-$5 50
No. 3, per doz.	4 50	5 50- 6 40
No. 4, per doz.	4 60	6 00- 7 40
Little Giant	6 25	....- ....
Barden Patent	6 25	....- ....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 00	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville. Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft. ..$20 00
Corrugated, ⅝ in., 100 ft. .. 23 00
Corrugated ¾ in. 26 00
Corrugated, 1 in., 100 ft. .. 28 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 60
Sad irons, common, plated.	5 50
Princess Electric, each $4 00	4 10
Canadian Beauty Electric Irons—	
Style A	....
Style B	....
Hotpoint Domestic Electric Irons, each	5 25
Gasoline Sad Irons, each	4 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $14 75
Lightning 13 25
Heath's 13 25

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 35
Crescent	0 30
Household	0 26
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 6 ft. only	0 27
Gardner, No. 1	0 24
Do., No. 2, bolted	0 27
Dominion, No. 3	0 28
Do., No. 4, bolted	0 31

Single and Fruit Picking

10 ft. to 16 ft. .... 24c ft.
18 ft. to 20 ft. .... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders		Per ft.
20 to 32 ft.	$ 0 26	$0 27
36 to 40 ft.	0 28	0 30
44 ft.	0 30	0 33
Over 44 ft.	0 42	0 40
Special quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short $1 15
Cold blast 1 00- 1 15
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.05 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	30 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	18 [illegible]
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	31 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in. $2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 76
No. 8, dozen 49 76

MOPS Doz. Net

Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	20%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b London, $5.45 base; Toronto, Hamilton, Milton, $5.70 base.
Freight equalised on above points.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, ... base.
Freight equalised on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur Fort William, $6.00 base, f.o.b. factory; no freight allowance
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton.
Cut Nails—$6.35 base, f.o.b. Montreal. No equalization of freights.
London, $6.75 base; Toronto, $6.75
Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.
London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton $11.75.

The Publisher's Page

TORONTO MARCH 13th, 1920

Oversold, but not Blind to Future Needs

"We are greatly oversold, but we realize the necessity of keeping our firm and products before the trade," stated a manufacturer, when renewing an advertising contract with HARDWARE AND METAL a few days ago.

This firm realizes the importance of ensuring a future market. The cost of advertising in HARDWARE AND METAL is small, and the paper covers its field more thoroughly than any other paper, as proven by A.B.C. statement. The weekly visit of HARDWARE AND METAL is awaited in every wholesale hardware, and over 90 per cent. of the retail hardware stores throughout Canada. A firm is known by its advertising in the national medium covering the field. You will find the majority of leading firms in hardware circles represented in HARDWARE AND METAL'S advertising pages.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 60
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	$ 0 75
1848	0 85
2060	0 95

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	$4 85
36-inch, per roll	6 05
48-inch, per roll	7 25
60-inch, per roll	8 60
72-inch, per roll	9 85

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	21 50
U.S. Navy (unspun)	.....
Plumbers (spun)	12 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 24½
Palacine, gal.	0 27½
Gasoline, net, gal.	0 35
	Gallon
Black oil (summer)	0 18½
Black oil (winter)	0 19
Imperial Kerosene tractor	0 75
Capital cylinder	0 82
Machine oil, regular grades	0 43½
Standard gas engine oil	0 48
Paraffine	0 27

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 13
Fuel oil, tank cars, net	0 11

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 20
Coarse jute	0 15
Hemp	0 34
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$4 60
3 Hoop	4 85
Stable	7 65

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1	1 40	
Tarred Fibre, Anchor, No. 2	0 97	
Empress Sheathing	....	
Rosin Sized Sheeting, red	....	
Do., blue	1 10	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (sheathing)	0 87	
Joliette (tarred)	0 97	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt.	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$22 00
2-lb. pkgs., gross	42 00
In barrels 250 lbs., lb.	0 12½
Barrels of 5 lbs., cotton bags, lb.	0 13½
In kegs 125 lbs., lb.	0 14
In 50-lb. boxes, lb.	0 16
In 25-lb. boxes, lb.	0 17

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	1 65
4 gross (cartons), 4 in.	1 75
Spring, 2 grs. box	1 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 48—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$ 6 00	$ 8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	...
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

StaSndard Lapweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	12 00

PLATES, CANADA

Prices nominal	Montreal	Toronto
Ordinary, 52 sheets	8 90	....
Do., 60 sheets	9 00	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	23 50
IX, 20x28 112 sheets	....	27 00
IXX, 20x28 112 sheets	....	29 00
IXXX, 20x28 56 sheets	....	16 50

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	9 60
64-oz.	....
128-oz.	....

POLISH, METAL

Bon-Ton

Size Case	Doz.	Case
¼ pts., 3 doz.	$1 15	$3 40
½ pts., 3 doz.	2 10	6 00
Pints, 2 doz.	3 15	6 00
Quarts, 2 doz.	4 65	9 00
½ gal., 1 doz.	8 40	8 40
Gal., ½ doz.	....	6 90

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 80	$3 15
No. 2	3 10	3 50
No. 3	3 45	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras. 3c per lb.

F.o.b. Montreal, Toronto, London

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
R. S. Special, 1-ply	2 25
R. S. Special, 2-ply	2 50
R. S. Special, 3-ply	2 75
Everlastic, 1-ply	....
Everlastic, 2-ply	....
Everlastic, 3-ply	....
Panamoid, 1-ply	....
Panamoid, 2-ply	....
Panamoid, 3-ply	....
Red Star Ready Roofing, 2-ply	2 00
Do., 3-ply	2 35
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	33
Beaver Manila basis	26
New Zealand hemp basis	26
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	54
Halyards	47
Hemp, deep sea line basis	47
Hemp, tarred ratline basis	40
Hemp, tarred bolt rope basis	42
Marline and Houseline	42
Italian rope basis	On application
Cotton, ⅛ in.	0 83
5-32 in.	0 82
3-156 in.	0 82
¼-in. and up	0 81

F.o.b. Toronto, Montreal, Brantford, London, Hamilton.

RULES, BOXWOOD (LUFKIN)—

651B (68), $2.20 dozen; 761 (61), $2.90; 851 (51), $3.65; 771 (84), $7.00; 781 (62), $8.75; 861A (68½), $8.80; 852 (73), $5.50; 762B (7), $6.50; 386 (32), $7.60; 3851 (66½), $6.65; 465 (69), $1.95; 171 (36), $6.00.

F.o.b. Montreal, Toronto, London

SATINETTE

	Doz. Net
4-oz.	$2 00
12-oz.	4 00
32-oz.	8 00
1 gallon, each	2 25

TAPES, MEASURING (LUFKIN)—

	Each
203, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
213, 50 ft. Rival, Steel	4 25
1213, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
715, 50 ft., Ass Skin	6 6[illegible]
714, 66 ft., Ass Skin	7 75
143, 3 feet, Steel Pocket	7 50
145, 6 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00
10-lb. Household	....	0 10
25-lb. Household	....	0 30

Champion, 5%; standard scales, discount, net list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

MADE IN CANADA

SIMMS

BETTER BRUSHES AND BETTER BROOMS

You should handle this line not only because it is "Made in Canada," but because it is absolutely the BEST line of brushes and brooms made **anywhere.**

SIMMS Brushes and Brooms are perfectly constructed, and beautifully finished.

A guarantee of quality goes with every piece bearing the SIMMS name.

Stock up on the famous SIMMS line of

Paint Brushes
Lather Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes
Brooms
Whisk Brooms

Every one a profitable sale and a sure repeater. For particulars write our nearest branch.

T. S. SIMMS & CO.
LIMITED
Makers of Better Brushes and Brooms for 54 years
Head Office: St. John, N.B.
MONTREAL TORONTO
LONDON

A. E. SPEIGHT St. John
We have a branch at St. John and 5 salesmen who canvass the trade regularly.

WAREHOUSE AT ST. JOHN
We carry a stock of every line in this St. John warehouse to enable us to fill orders promptly. Our St. John manager understands the requirements of the trade and is always on hand to serve the trade promptly and well.

Beatty Bros. Limited Bulletin

THE RIGHT WAY TO WASH

This is the right way to wash clothes. The housekeeper stands straight up, and with minimum effort, moves the handle backward and forward.
No stooping over.
No awkward sweeping motion.
A fly-wheel on the lid accumulates momentum and keeps the washer going if something takes the operator's attention for a moment.
The mechanism revolves on two sets of bicycle ball-bearings, making it easy to wash the heaviest tubful of clothes.
If you are not already selling this popular washer, send for catalog.

BEATTY BROS., Limited

BT TIME SAVER

Winnipeg, Man. Fergus, Ont.
Edmonton, Alta. London, Ont.
Vancouver, B.C. Montreal, Que.
St. John, N.B.
16 Holborn Viaduct
London, E.C.I.

BT TIME SAVER

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.

Cast Steel	$15 75
Golden Clipper	16 75
Little Giant	17 75
Bush	16 25

F.O.B. London, Toronto, Montreal.

SNATHS Doz.

00 Patent	$13 75
1	13 20
2	12 65
3	11 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz...	$10 00	10 60	10 45	10 75
U.S. 28 ..	9 60	10 20	9 75	10 35
U.S. 26 ..	9 30	9 90	9 40	10 05
22 and 24.	9 15	9 75	9 20	9 90
18 and 20.	9 00	9 60	9 00	9 75
16	8 85	9 45	8 80	9 60
12 and 14.	8 20	8 70	8 55	9 45

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 gauge	$11 50	$10 25
26 gauge	11 25	10 00
24 gauge	10 65	9 95
22 gauge	10 30	9 55
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.b. Montreal.

SHINGLES, METAL
Standard, galvanized $10 00
Standard, painted 8 00
Discount 7½%.

SIDING, METAL
Standard, galvanzed ......
Standard, painted ....
On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay: also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $15 00
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Kegs $6 85
25-lb. boxes 7 35

STOVES
Oil Burning Cooking List each

Perfection No. 32, 2-burner..	$22 00
Perfection No. 33, 3-burner..	27 00
Perfection No. 34, 4-burner..	35 00
No. 22G oven for above stoves	8 25

Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. **List**

No. 525, each	$7 50
No. 530, each	8 50
No. 630, each	11 50

Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	24 00
Star, No. 2, doz.	**24 00**
Sun	18 60
Adjustable Pin, No. 44, doz..	**34 50**

STRETCHERS, WIRE

Hercules, doz.	**$2 60**
Sampson, doz.	**7 50**
Universal, nick., Cyco bearing	**46 00**
Universal, jap., Cyco bearing	**39 00**

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing.....	120 00
Champion, jap. fittings......	47 00
Grand, jap., cyco b.b........	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.....	60 00
Standard, jap. fittings.......	48 00
Universal, Jap., cyco bear...	50 00
Universal, nick., cyco bear..	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWEEPERS (ELECTRIC)
Steel frame ....
Aluminum frame ....
Attachments, set ....
F.O.B. Toronto, Hamilton, London.

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $4 71
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 12½% discount. Samson, 7½% discount.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$26.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	65.60	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	16 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz....	3 50
Jump, No. 1	3 70
Hawley & Norton, No. 1....	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$24 00
No. 1, per dozen	21 00
No. 2, per dozen	19 00
No. 3, per dozen	16 00

F.O.B. Newmarket.

TWINE (COTTON)
5-lb. sack, 3-ply, lb.....$0 94½-0 95
Cones, 3-ply, lb............ 0 91
Do., 4-ply, lb............. 0 95

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2............... 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway..........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 5%
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves......add 7½%

WARES, ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½ lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS

Navvy, steel wheel, doz......	$68 00
Garden Steel, doz...........	72 00
Light garden, doz.	60 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 30
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 50
Bright base 5 50
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

6 in., doz.	$12 00
8 in., doz.	13 50
10 in., doz.	15 00
14 in., doz.	21 00
18 in., doz.	30 00
24 in., doz.	48 50
36 in., doz.	81 00

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB....	165 50
Favorite, No. 511E........	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151...	92 80
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB.	154 00
Challenge, No. 311E	100 30
Warranty	120 80
Bicycle	109 30
Safety	103 50
Eze	99 80
Rapid	90 80

Discounts fro mabove list [illegible] per cent.

Terms—30 days, less 2 per cent Freight equalized on quarter dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 250

It may strike you as rather queer that we who are manufacturers of Galvanized Steel Sheets should recommend—

TONCAN METAL

ANTI-CORROSIVE GALVANIZED SHEETS

But we know that in certain exposed places where corrosive conditions are excessive, longer life and reduced cost may be had by using Toncan Metal Galvanized Sheets.

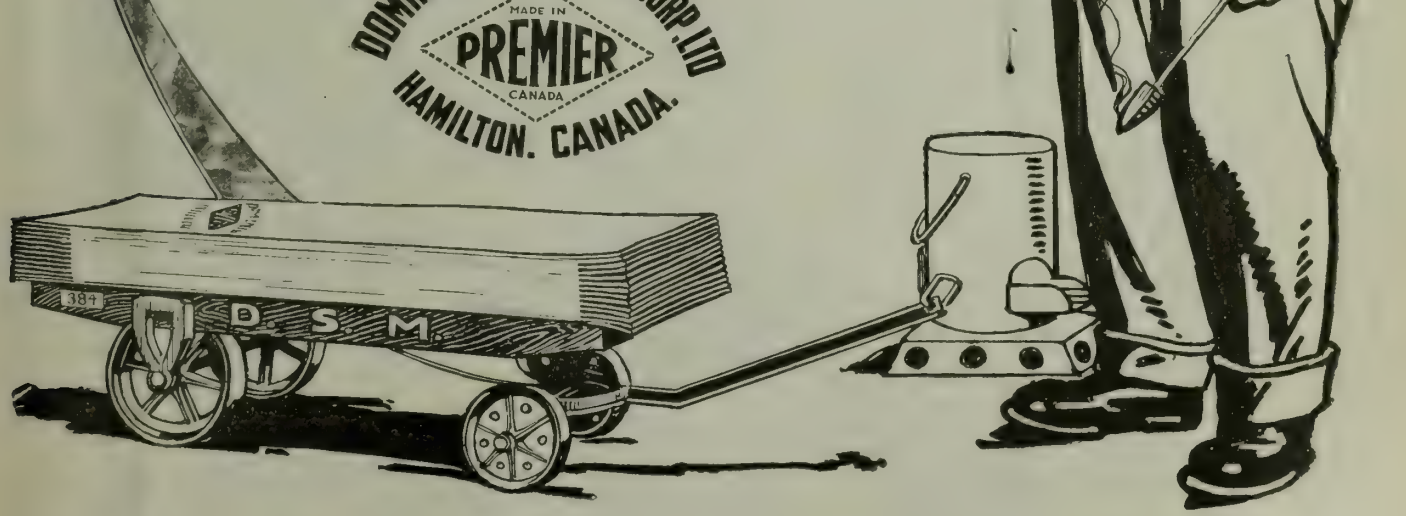
These will be **GALVANIZED IN CANADA** and carried in stock here, and in addition stocks will be carried by jobbers at logical points.

Send for text-book on Corrosion.

Tinker Tom

Look for Talk No. 251 next week.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE Montreal Toronto
Per lb. 11 12

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 08-09½
Do., pure 11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1 ..... 08-09½
Do., pure 15-17
Imp. green, 100-lb. kegs.... 17-19
Chrome green, pure 19-35
Chrome yellow 25-41
Brunswick green, 100-lb. kg. 10-14½
Indian red, 100-lb. keg... 15-20
Indian red, No. 1, 100-lb. kg. 06-17
Lamp black 25-27
Venetian red, best bright.. 07-09
Venetian red, No. 1 ..... 03½-05½
Drop black, pure dry... 09½-15
Golden ochre, 10-lb. kegs. 06-12
White ochre, 100-lb. kegs. 05½-06
White ochre, barrels 04-04½
Yellow ochre, barrels... 03½-05½
French ochre, barrels..... 08-10½
Spruce ochre, 100-lb. kegs.. 0 07-8
Canadian red oxide, bbls. 02½-04½
Super magnetic red 0 05
Vermilion 0 40
English vermilion 2 50
F.o.b. Montreal, Toronto

COLORS IN OIL, PURE
1 lb. tins—
Venetian red 0 25
Indian red 0 36
Chrome yellow, pure..... 0 55
Golden ochre, pure 0 34
French spruce ochre, pure.. 0 29
Greens, pure 0 34
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 60
Prussian blue 1 20
Chinese blue 1 20
Drop black 0 39
Ivory black 0 40
Signwriters' black, pure... 0 41
Lampblack 0 41
Marine black, 5-lb. irons.. 0 20
F.o.b. Montreal, Toronto

ENAMELS (white) Gal.
Dougall white enamel $8 00
Duralite 7 50
B-H "White" Enamel 8 00
C.P. Co. Albagloss 6 30
Mooramel 7 00
Sunshine, white 5 75
Jasperlac 4 15
Invincible 6 90

GLUE Per lb.
English sheet 0 35-0 40
English prima ....
White pigsfoot 0 50
Cake bone, 112-lb. bags.... .30-35
Hide, 112-lb. bags 35-45
Ground glues, 112-lb. bags—
English, per lb. 30-32
Canadian, per lb. 22-24
Brantford— per case
No. 7, 50 pcks, 1 lb..... $25 00
No. 8, 100 pcks., ½ lb.... 28 00
No. 9, 200 pcks., ¼ lb..... 35 00
Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 30
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 25
91 to 94	....	49 80
95 to 100	....	52 55
101 to 105	....	55 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLASS, PLATE Sq. ft.
See list.
Ramsay's Pure, colors 5 15
Above prices are net, f.o.b. Montreal
Freight charges and casing extra.
Discount, 15%.

Varn Off 3 60
Owing to prevailing conditions in the present plate glass situation Toronto quotations have been withdrawn and prices are being quoted on the receipt of specifications only.

GLAZIERS' POINTS
Zinc coated, $1.44 per doz. packages 6 lbs. gross.
Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure .....$.....		$20 00
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure...	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine ..	20 50	20 85

B. B. Genuine Lead, less than tons, $23.40, Toronto; $23.05, Montreal. Ton lots 5% off; five-ton lots, 10% off.

LEAD (RED DRY)
Genuine, 560-pound casks, per cwt... .... $14 50
Genuine, 100-pound kegs, per cwt..... .... 15 50
Less quantity 17 00
Genuine Eng. casks 16 00
F.o.b. Montreal, Toronto.

Lead (red in oil)...	....	....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
2s	....	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton and London.

LINSEED OIL
For prices see weekly report.

LITHARGE
Tons or over (cwt.).....$14 00
Smaller lots (cwt.)..... 15 00

LIUIQD, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 3.50- 7.00
F.o.b. Montreal, Toronto.

PAINTS, PREPARED
Price per gallon. 1 gallon can basis

Elephant, white $5 45	
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white.....	5 55
C.P. Co., pure, colors.....	5 30
B.-H. English, colors.....	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors.....	5 05
Crown Diamond, floor.....	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white..	5 20
Moore's House Colors, colors..	5 00
Moore's Preservo Paint, white.	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
Jamieson's Crown Anchor....	5 05
O.P.W. Canada Brand, white.	5 30
O.P.W. Canada Brand, colors.	5 00
O.P.W. Canada Brand, floor..	4 50
OP.W. Flat Wall, white.....	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white..	5 55
Martin-Senour, 100%, colors..	5 30
Martin-Senour, Porch Paint..	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint..	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white.....	5 55
Lowe Bros., H.S., color.....	5 30
Lowe Bros., hard drying floor.	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white.....	5 00

Barrett's Everjet Products—

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.....	0 75	0 80
½ bbls., gal.....	0 80	....
5s and 10s, gal.....	0 90	0 95
1s (per case of 1 doz.)	10 45	10 55

Everjet Quick-drying Metal—	Mont.
Paint, bbls., gal.	0 80
½ bbls., gal.	0 85
5s and 10s gal.	0 95
Case (12 1's)	11 70

Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz...	1 50
Crates of 6 doz., 8-oz., doz..	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon.....	1 75
5 and 10 gal. cans. gal.....	1 50
Barrels and ½ bbls., gal....	1 10

Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons) case ...	9 60
Shingle Varnish	8 75

F.o.b. Montreal, Toronto.

PARIS GREEN Per lb.
In barrels, about 600 lbs..... 0 50
In kegs, about 250 lbs..... 0 50½
In 50 lb. and 100 lb. drums. 0 51
In 25 lb. drums 0 52
In 1 lb. packets, 100 lbs. in case 0 54
In ½ lb packets, 100 lbs. in case 0 56
F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.
Pure Putty, $2.50 cwt. advance. Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

ROSIN
Barrels, 100 lbs. $14 00
Less, per lb. 0 16

SHELLAC

	Pure white	Pure orange
Per bbl. $9 75		$9 00
Gal. jugs... 10 05-10 15	9 30-9 40	

Shellac gum—	Per pound
TN	....
Finest orange	....
Bone dry white	....

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 00
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

Stove pipe, ½ pts.—	Per doz.
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.;	gal.	tins.
B.-H. Floor	4 80	
B.-H. Maritime Spar	6 00	
B.-H. Hard Oil	3 24	
B.H. Gold Medal	4 02	
Elastilite	4 50	
Granitine Floor Finish	4 50	
Hydrox Spar	4 65	
C.P.C. Sun Varnish	4 30	
C.P.C. Sun Aero Spar.....	4 50	
C.P.C. Sun Waterproof Floor.	4 40	
Jasperite Interior and Exterior	3 75	
Jasperite Pale Hard Oil	2 75	
Jasperite Indestructo Floor Varnish	3 75	
Jamieson's Copaline	3 75	
M-S Marble-Ite Floor	4 42	
M-S Wood-Var	4 42	
M-S Durable Spar	5 50	
M-S Finest Interior	4 84	
Elastic Interior	3 14	
Mar-not	4 40	
Quick Action House	2 65	
Rexspar	5 64	
Scar-Not	4 34	
Kyanize Spar	4 94	
Kyanize Cabinet Rubbing ..	3 84	
Kyanize Interior	3 84	
Luxeberry light	4 72	
Luxeberry granite	4 90	
Luxeberry spar	5 62	
Ramsay's Universal	3 45	
Ramsay's 7-20	2 75	
Ramsay's Agate Floor	3 96	
Ramsay's 400 Hard Oil ...3	12½	
Crown Diamond Floor	4 25	
Dougall Univarnish, clear.....	5 40	
Dougall Transparent, spar....	6 00	
Dougall Transparent, floor....	5 20	

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½	
Opalite, 100 lb. kegs.....	0 14½	
1 gal. packages, per pkg..	0 74	
½ gal. package, per pkg	0 40	
Coralite, 5-lb. pkgs., white.	9 50	
Coralite, 5-lb. pkgs., colors.	9 50	
B.H. Frescota, 5-lb. pkgs., white	7 80	
B.H. Frescota, 5-lb. pkgs., colors	8 40	
Perfecto Wall finish, white, 5-lb. pkge., lb.	0 07½	
Tints, 5-lb. pkge., lb.	0 08	

F.o.b. Montreal, Toronto.
Muresco—
Tints, 5-lb. packages, per 100 lbs., $10.20; white, 5-lb. packages, $9.00.
F.o.b. Toronto.

WASTE
Cream, Polishing $0 25

WHITE

XXX ...	0 22½	XXX ...	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR ..	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5 ..	0 16¾	Fancy ..	0 19
No. 1 ..	0 16½	Lion ...	0 17
No. 7 ..	0 15	Standard	0 15
No. 1A .	0 13¾	Popular	0 13
No. 1B..	0 11¾	Keen ...	0 11

Above lines subject to trade discount for quantity.

WAX Per lb

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal. ...	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 75
F.o.b. Montreal, Toronto, London.
Gilders, bolted, in bbls.....$3 00

WOOD ALCOHOL Per gal.
In five gallons 2 70
F.o.b. Montreal, Toronto, London

NOW READY

TO QUOTE on your early 1920 requirements of auto supplies.

We invite your correspondence.

THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

MAPLE LEAF HAND SAWS

are the Canadian Standard

No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

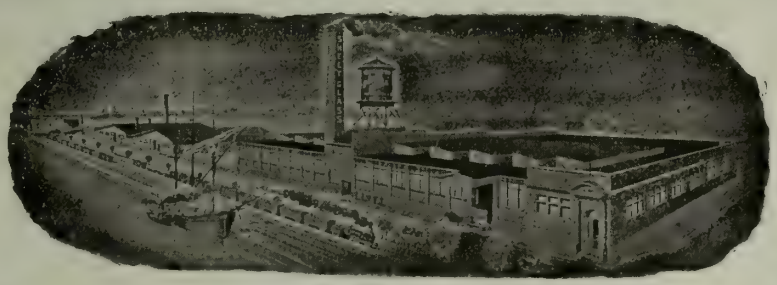
You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED

GALT - CANADA

S

BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - PHILADELPHIA, PA.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Soverèign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin	10%
Gilmour	45%

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.50 base, over 2-in and including 3-in., $6.25 base. Round over 3-in. to 6-in., $6.75 base. Round and square, 3/16, ¼ and 5/16-in., $6.50 base. Swedish iron, $8.00; sleighshoe steel, $6.00; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $18,50; ¼, $17.00; 5-16 in., $14.25; ⅜ in., $11.25; 7-16 in, $11.00; ½ in., $10.50; 9-16 in., $10.50 Logging, 5-16 in., $15.75; ⅜ in., $12.75; ½ in., $12.00; tie-out, 25%

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 80
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks

8, 9, 10 .... $1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.85; 10 in., $7.60; 12 in., $8.95.

Conductor pipe, 2 in., per 100 ft., $8.00; 3 in., $9.65; 4 in., $12.75.

ENAMELWARE

See Wares

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.

Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$11 75
28 Am. or 26 Eng.	11 35
26 Am. or 26 Eng.	11 05
24	10 90
22	10 90
18 and 20	10 75
16	10 65

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set $2 00

Mrs. Pott's No. 50, set 2 15

Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$13 00
No. 25. Dash-board	17 50
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $15.21.

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, ton lots, $19.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, less handles, No. 1	$12 60
O-Cedar, less handles, No. 3	12 60
Self-wringing	5 75
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.00 base; Winnipeg, $6.50 base. Cut f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 63
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil. 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$5 36	$7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 90

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $10.25

18 x 24, ordinary, $10.25; 20 x 28 ordinary, $10.50.

The Year Round

Customers appreciate the usefulness of Silkstone. Jog their memories and tell them the facts.

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

Let Us Show You How An Agency Will Boost Your Turnover.

G. F. Stephens & Co., Ltd.

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Stephens'

REGISTERED TRADE MARK

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$7 70
25-lb. irons, per cwt.	8 30
1½-lb. tins	15¼

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

Five-lb. assorted boxes, No. 8, 74c; No. 9, 77c; No. 10, 79c.

Copper burrs, No. 8, 66c lb.; No. 10, 72c; No. 12, 77c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 65	$3 20	$3 80
Winner	2 75	3 25	3 90
Comfort	2 90	3 40	4 10
Induroid	3 20	4 00	4 60

ROPE

Sisal, 26¾c base; pure Manila, 36¼c base; British Manila, 29¼c base; lath yarn, 24¾c base; African hemp, 30¾c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).
30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 35%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10-gauge	$8 00
12-gauge	8 05
14-gauge	8 10
16-gauge	8 20
18-20-gauge	8 80
22-24-gauge	8 85
26-gauge	8 90
28-gauge	9 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.00 flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.00 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.50 base. Round, square, flat, up to and including 1x4, ⅜ to 2-in., $6.00 base. Round and square, over 2-in. and including 3-in., flat over 1x4 and up to 6-in. wide, $6.25 base; Round over 3-in. to 6-in., $6.75 base. Band steel, $6.00 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheetiron Ware, list plus 46%.
Light Galvanized Pails, plus 52½%.
Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.
Jap. Coal Hods, list plus 62%.
Galvanized Coal Hods, list plus 77%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list. plus $1.00.

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.90; No. 12, $7.10; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls. $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $7.25 Winnipeg, $6.75 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.50; No. 10, $6.56; No. 12, $6.70; No. 14, $6.90; No. 15, $7.05; No. 16, $7.20 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6-inch	$1 10
8-inch	1 13
10-inch	1 75
14-inch	2 13
18-inch	2 75
24-inch	4 00
36-inch	7 43
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal Toronto Winnipeg

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

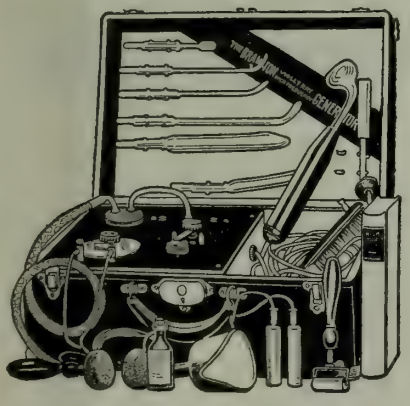
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



BRANSTON

VIOLET RAY

HIGH FREQUENCY GENERATORS

Your customers look to their electrical and hardware dealer for everything new in their respective lines. It is just as much to their interest—and your own—to offer them Branston Generators as it is to sell electric washers, cleaners, etc.

Branston Generators help to get and hold the greatest of all blessings—HEALTH.

They bring relief to many dreaded ailments and stimulate and invigorate the entire body.

They are easy to use, absolutely safe, and—with proper care—will last a lifetime.

Branston Generators put in a prominent place in your store will arouse the interest of practically every one who enters the store—and a demonstration is a sure sales starter because its benefits are so apparent the first time the machine is used.

Write for literature giving all the facts about this interesting, profitable and prestige-building line.

GREAT WEST ELECTRIC CO., LIMITED

Distributors of LACO TUNGSTEN and NITRO LAMPS

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

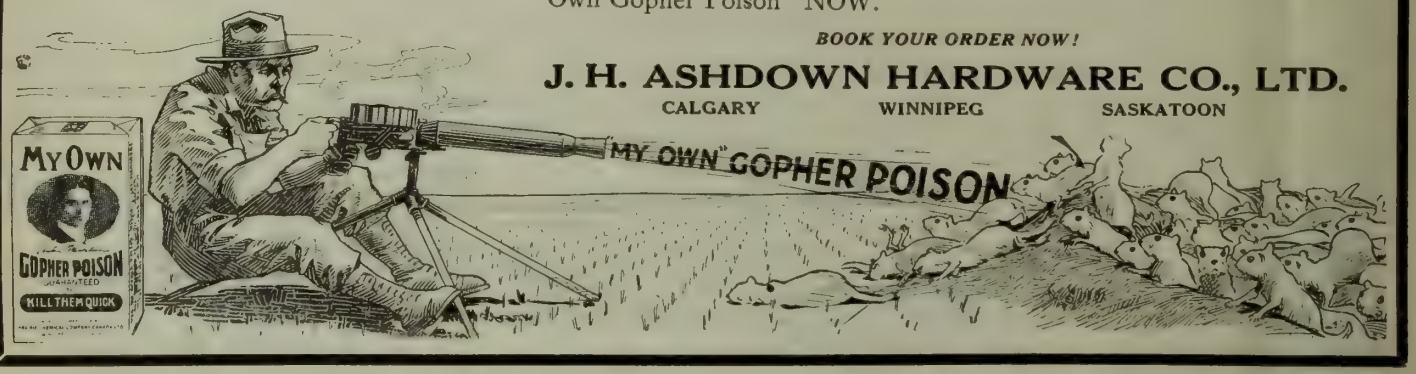
Dealers!

A little pep! A little push! A little poison and your customers will be free from the gopher menace. Order "My Own Gopher Poison" NOW.

BOOK YOUR ORDER NOW!

J. H. ASHDOWN HARDWARE CO., LTD.

CALGARY WINNIPEG SASKATOON



MEHASCO

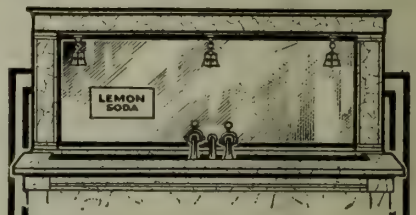
MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited

Calgary



Some Recent Installations of Arnett Soda Fountain

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.

The two largest and finest fountains in Canada.

Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

Thomas Lewis Arnett

Sou -- aniteba

ARNETTIZE YOUR STORE

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. W guarantee the quality will please you. If jobbe does not supply you write us direct.

The Brett Mfg., Co., Limited

Winnipeg, Man.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Burd Rings Mean Power

THE famous "Guarded Opening" prevents compression leaks by sealing the combustion chamber and prevents oil "seeping" up on the piston heads. Burd methods of casting give the "light tight" fit. Each ring is cast separately in separate molds. This method assures the concentration of power on the piston head, where it should be, giving life to the motor, flexibility to the car, and adding to economy. *Your mechanical customers will know.*

Ashdown Service is behind this dependable, salable product. Ashdowns are ready to give you prices and more information and, as always, quick shipments and hearty co-operation with the hardware trade.

The Burd "Guarded Opening"—the difference between Burd and other rings that adds to mileage and service in any automobile motor.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
The Fraser Co., Agents B.S.A., Montreal, Que.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
The Engineers' Supply Co., Winnipeg, Man.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
North American Hardware Co., Ltd., Montreal.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
W. H. Banfield & Sons, Ltd., Toronto.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Wm. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Thermoid Rubber Co., Trenton, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enameled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders Ltd., Manchester, Eng.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boats
Peterboro Canoe Co., Ltd., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
The United Brassfounders, Ltd., Manchester, Eng.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.

Barrett Roofings, Cements Industrial Paints etc.

Barrett *Everlastic "Rubber" Roofing*

THIS popular priced roll roofing is the biggest value for the money of any prepared roofing on the Canadian market. It is easy to lay, thoroughly weatherproof and very durable.

Do not overlook the fact that 1920 promises to make a new record in building construction. This means an unprecedented demand for roofing materials. To avoid disappointing your customers, we earnestly advise you to place your order as promptly as possible.

Everlastic "Rubber" Roofing comes in 1-ply, 2-ply and 3-ply weights, in rolls containing 108 square feet. Nails and cement are packed in each roll.

Barrett

Everlastic Liquid Roofing Cement

THE big demand this year for "rubber" roofings and roofing felts will make them high in price and hard to get. As a result, many old roofs will be repaired.

Everlastic Liquid Roofing Cement is without an equal for resurfacing and renewing the life of all kinds of prepared and "rubber" roofings.

Don't miss this big sales opportunity.

It is sold in all sized packages from 1-pint cans (as in rolls of our Everlastic Roofing) to barrels containing 40 gallons.

Barrett

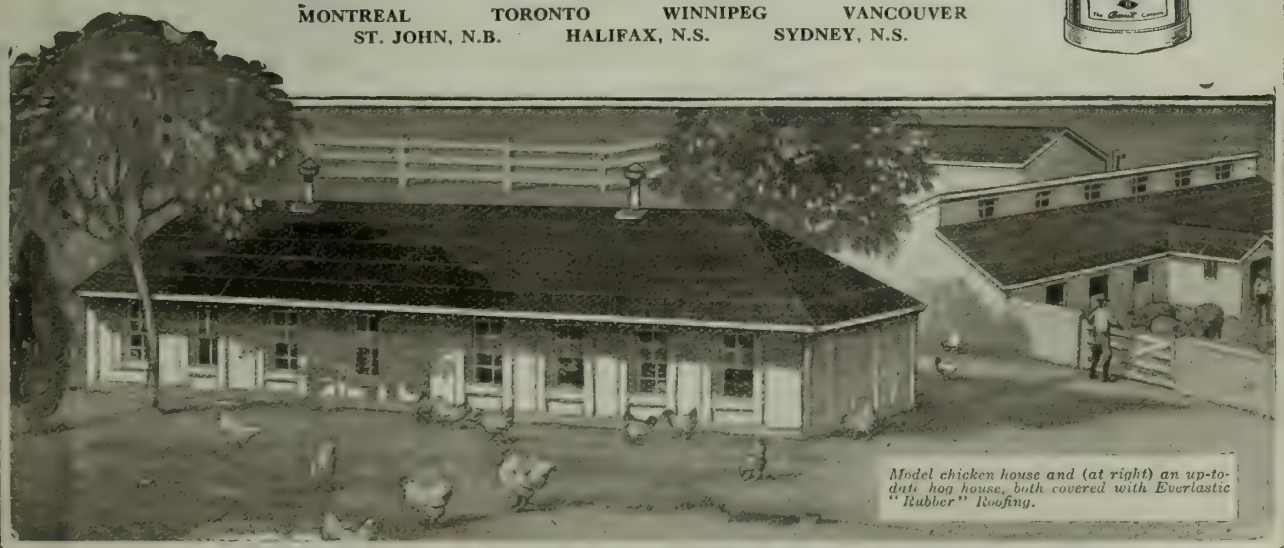
Elastigum Plastic Patching Cement

HERE is another roof-repair material which is supreme in its field. A tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, and for repairing flashings, relining gutters, stuffing cornices, etc.

Easy to apply and sticks tenaciously to either a dry or wet surface. It comes ready for use—requires no heating or mixing. Put up as follows: 1 lb. tins (cases of 24 Cans, 5 lb. Packages (12 to the case), 25 lb. Packages, 100 lb. Packages, ½ Barrels of about 300 lbs., and Barrels of about 600 lbs.

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.



Model chicken house and (at right) an up-to-date hog house, both covered with Everlastic "Rubber" Roofing.

THE BUYERS' GUIDE

The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Smith & Hemenway Co., Irvington, N. J.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Rubberset Co., Limited, Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Buckles, Harness and Trunks
McKinnon Industries, Ltd., St. Catharines, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Hardware Co., Orillia, Ont.
National Mfg. Co., Stering, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Caps for Hubs
McKinnon Industries, Ltd., St. Catharines, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Castings, Brass, Bronze and Aluminum
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Castings
McKinnon Industries, Ltd., St. Catharines, Ont.

Casseroles
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.
McKinnon Chain Co., St. Catharines, Ont.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liuid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains, Roller and Block
The Lyman Tube & Supply Co., Montreal.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
McKinnon Industries Ltd., St. Catharines, Ont.
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Choppers, Ice
L. & I. J. White Co., Buffaflo, N.Y.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Check Protectors
W. G. Patrick & Co., Ltd., Toronto.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Globe Engineering Co., Ltd., Hamilton, Ont.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Climbers
Smith & Hemenway Co., Inc., Irvington, N.J.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Balls
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Plant where Morrow Products are manufactured at Ingersoll

Pioneers at Twist Drill Making in Canada

THE John Morrow Screw & Nut Company were the first to manufacture Twist Drills in Canada and have maintained their lead.

From the beginning they have made good drills—not cheap, but good. To-day they are producing High Speed and Carbon Twist Drills that have a wonderful record of results. For the manufacturer with a problem our experts will demonstrate the drill on difficult work—and prove at the same time that Morrow Drills "give more holes with less regrinding."

If you want increased sales—send us an order to-day!

John Morrow Screw & Nut Company, Limited

Ingersoll *London, England—7 Hop Exchange, Southwark Street, S.E. 1* **Canada**

"Oldest, largest, and best equipped plant in the Dominion manufacturing Set Screws, Caw Screws, Engine Studs, Semi-finisheded Nuts."
"Sole Distributors for the Ingersoll File Company's Files."

TRY YOUR JOBBER FIRST

THE BUYERS' GUIDE

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
Containers Limited, Toronto.
The A. R. Whittall Can. Co., Ltd., Montreal

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H. Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co., Montreal, Que.

Cultivators
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg., Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd, Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
The Rapid Tool & Machine Co., Ltd., Montreal.
Trimont Mfg. Co., Roxbury (Boston, Mass).

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Brake-lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Campbell, Toronto.
National Mfg. Co., Sterling, Ill.

Doors
Kasement Skene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng

Door Checks
Canadian Yale & Towne, St. Catharines.
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
National Mfg. Co., Sterling, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal.

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville.

Drills
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
McKinnon Industries, Ltd., St. Catharines, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal, Que.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Beaters
Collette Mfg. Co., CVollingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton, Can.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton Netting Co., Ltd., Windsor, Ont.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal, Que.

Electric Supplies
The Can. General Electric Co., Ltd., Toronto.
The Northern Electric Co., Ltd., Montreal, Que.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Boston Varnish Co., Everett Station, Boston, Mass.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Excelsior
Rankin & Co., Ltd., Toronto.

Explosives
Du Pont Powder Co., Wilmington, Del.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co. Montreal.

Fanlight Openers
Jas Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
National Mfg. Co., Sterling, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Farm Implements
The Christianson Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

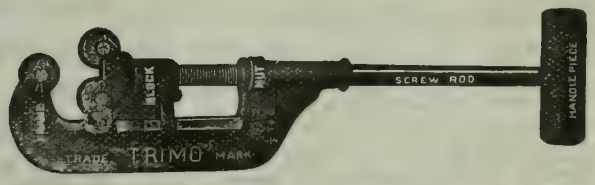
Ash Sifting Season

Every Part a Selling Point

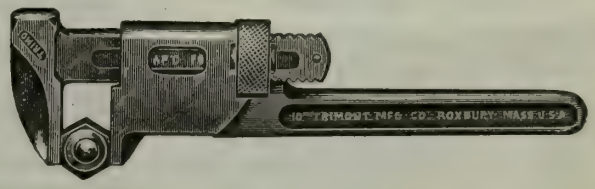
sure to impress customers. The iron rod reinforcing the top of can; the hinged trap; the convenient hopper, with rod for loosening ashes; braced cylinder; the strengthening corrugations of the body; the heavy iron band round bottom, and general superiority of design. Convenient, clean and dustless.

J. Samuels
275 Queen St., W. Toronto

TRIMO



The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Johnson Iver Arms & Cycle Works, Fitchburg Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates. Basket Grates. Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
Stover Mfg. & Engine Co., Freeport, Ill.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
Grant, Holden & Graham, Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co, Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary Alberta.
Northern Electric Co., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
The Gurney Foundry Co., Ltd., Toronto.
The Hall-Zyrd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont
Merchants Hardware Specialties, Ltd., Calgary
Record Fdry. & Machine Co., Ltd., Moncton, N.B

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal.
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Montreal.
Channell Chemical Co., Toronto
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
The Clemens Electrical Corporation, Hamilton.

Fuse Wire
Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg Man

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal.
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co. Montreal
B. & S. H. Thompson & Co., Ltd., Montreal, Que

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Can.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasolene Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
J. H. Williams & Co., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor Ont

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Toronto.
B. & S. H. Thompson & Co., Ltd., Montreal, Que
Toronto Plate Glass Importing Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal, Que.
Sharratt & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Granaries, Portable, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co. Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.

Grinders, Grain
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Lewis Bros., Ltd., Montreal.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Fry's (London), Limited, London, Eng.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.
Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too.

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

Cotton
Jute
Twines

Walter Woods & Co.

Hamilton and Winnipeg

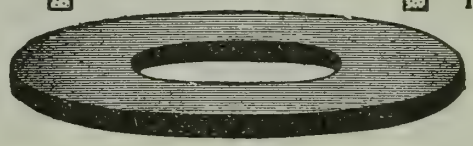
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

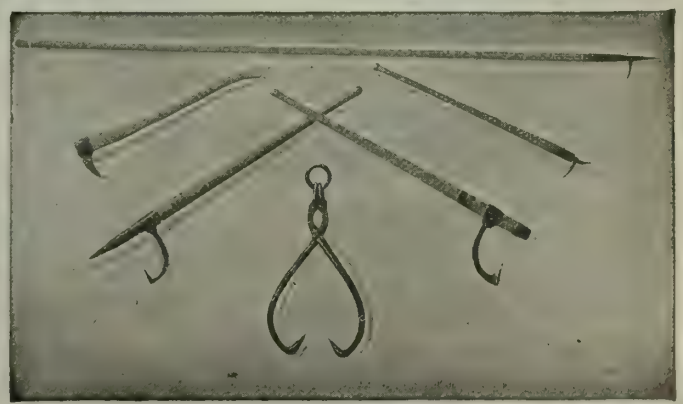
Send for Catalogue and Pric List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport. Conn
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., st. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass

Handles, Canthooks and Peevies
West-Woods, Ltd., Winnipeg, Man.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Safety Door Hanger Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
National Mfg. Co., Sterling, Ill.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Coleman Fare Box Co., Toronto.
National Mfg. Co., Sterling, Ill.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
North American Hardware Co., Ltd., Montreal.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
National Mfg. Co., Sterling, Ill.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Asthos Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Stover Mfg. & Engine Co., Freeport. Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Hooks for Logging Chains
McKinnon Industries, Ltd., St. Catharines, Ont.

Horse Covers, Rubber
Canadian Consolidated Rubber Co., Montreal.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
O. Ackland & Son, Winnipeg.
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kempass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
K. & S. Tire & Rubber Co., Ltd., Toronto, Ont.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Implement Repairs
D. Ackland & Son, Ltd., Winnipeg.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine
British America Paint Co., Ltd., Victoria, B.C.

Kalsomine Cleaner
Sattinette Products Mfg. Co., The, Toronto, Ont.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wabasch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Acetylene
The Brilliant Search Light Mfg. Co., Chicago, Ill.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
North American Hardware Co., Ltd., Montreal

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Tungsten
Canadian Laco-Philips Co., Toronto
North American Hardware Co., Ltd., Montreal

Our wide and varied experience in successful manufacturing enables us to offer you a line of extraordinary saleable products. We make —

Emery Paper and Cloth, Garnet Paper and Cloth, Flint Paper and Cloth, Discs and Circles

A complete stock of these lines will enable you to better serve your customers. Send us a postal for full particulars and prices.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

Established Over 100 Years

Send for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED,

MONTREAL
Works: Lachine, Can.

THE BUYERS' GUIDE

Lamps, Nitrogen
North American Hardware Co., Ltd., Montreal, Q
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.
North American Hardware Co., Ltd., Montreal

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Stover Mfg. & Engine Co., Freeport, Ill.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Pitwes Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
H. Disston & Sons, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
J. Saad & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont
National Hardware Co., Ltd., Orillia, Ont.
White & Colquhoun, Glasgow, Scotland.

Lock Washers
Smith & Hemenway Co., Inc., Irvington, N.J.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Malleable for Carriages
McKinnon Industries, Ltd., St. Catharines, Ont

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stamping
Containers Limited, Toronto.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
The Lyman Tube & Supply Co., Montreal.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Pedlar People, Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
North American Hardware Co., Ltd., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Mop Sticks
Stover Mfg. & Engine Co., Freeport, Ill.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oarlocks
McKinnon Industries, Ltd., St. Catharines, Ont.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
The Continental Oil Co., Ltd., Winnipeg, Man.
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., London, Ont.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Stains
British America Paint Co., Ltd., Victoria, B.C.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

TRADE AM MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

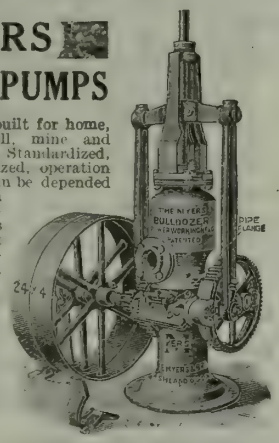
Operated by the CANADA METAL CO., Ltd.

HAMILTON
MONTREAL
TORONTO
WINNIPEG
VANCOUVER

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND
OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

MAKING BAR IRON

Wrought Iron is Worked Iron, therefore the more the Iron is worked, the better the quality.

LONDON BAR IRON

is worked thoroughly with **one object** in view

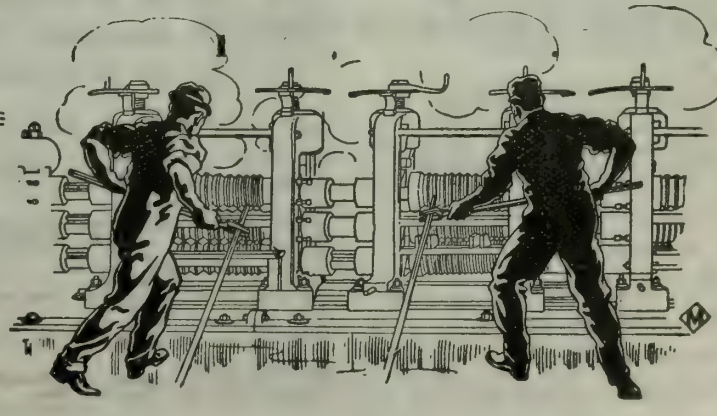
The Quality the Consumer Requires

Drop us a line for full particulars and prices.

Manitoba---Bissett & Webb, Winnipeg
British Columbia---McPherson & Teetzel, Vancouver

LONDON ROLLING MILL CO., Ltd.

LONDON, CANADA



THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
E. I. du Pont de Nemours & Co., Wilmington, Del.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton
T. S. Simms & Co., Ltd., Fairville, St. John, N.B

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
D. Ackland & Sons, Winnipeg.
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.
Presto Patch Co., Ltd., Toronto.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Rurd Ring Sales Co., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
D. Ackland & Son, Ltd., Winnipeg, Man.
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
Perfect Pegple Ltd., Oshawa.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.

Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.
Stover Mfg. & Engine Co., Freeport, Ill.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Valves
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

No. 32 Torch
List price, each $16.00
Ask for Discount.

Use C. & L.

Torches and Fire Pots and you will save time and money. The No. 32 is the best combination quart Torch on the American market. With it you can do your work quicker and better with less fuel expense, in fact, the user will save his cost in the saving of fuel alone. The burner is made of special generator metal; the tank of heavy gauge seamless drawn brass reinforced. The No. 32 will outlast several of ordinary make. All leading Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U. S. A.

A CANADIAN FLOOR WAX

We have put on the market a light floor wax that is met with approval wherever it is used, and our orders tell us that it is just what the Canadian people want.
It is a LIGHT floor wax that is easily handled, and the price is popular. A sample on request with exclusive territory and full particulars. Write us.

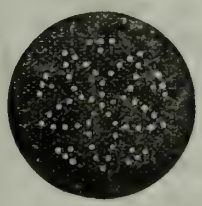
ARMY & NAVY MFG. PRODUCTS COMPANY
26 Juror St., Montreal
You liked our furniture polish, you will like this too

Canada Wire and Iron Goods Co.

Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens

Hamilton - - Canada

Chair Seats---In Three Ply Veneer Staple Patterns



Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO.
LIMITED
TORONTO CANADA

Metal Stampings, Metal Caps and Small Metal Containers

We manufacture Small Containers, Caps, and Metal Stampings of all descriptions of any Metal.

"It will pay you to consult us."

Containers Limited 350 Sorauren Avenue **Toronto, Ont.**

CRANE FLANGED FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Alpine Chemical Co., Ltd., Toronto.
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Fry's (London), Limited, London, Eng.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Scoops
Canadian Shovel & Tool Co., Hamilton, Can

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Scrapers, Drag and Wheel
Bateman-Wilkinson Co., Ltd., Toronto.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreene Dore Co., Toronto
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co. Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Searchlights
The Brilliant Search Light Mfg. Co., Chicago, Ill

Seats
Canadian Veneering Co., Acton Vale, Que.

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Shingle Stains
The Alpine Chemical Co., Ltd., Toronto.
Sturgeons, Ltd., Toronto.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
Furnival & Co., Toronto.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Sifters, Ash
Collins Mfg. Co., Toronto, Ont.
The Burrowes Mfg. Co., Toronto.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Soldierall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Bethlehem Products, Bethlehem, Pa.
The Canadian National Carbon Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
Walker, Vallance, Limited, Hamilton, Ont.

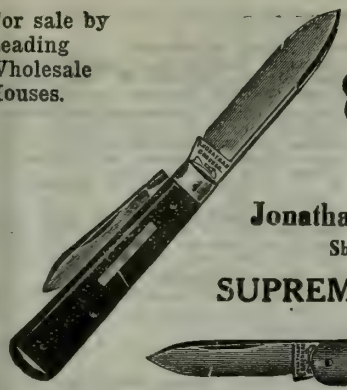
Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

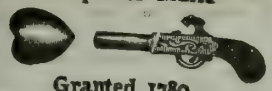
Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

For sale by Leading Wholesale Houses.



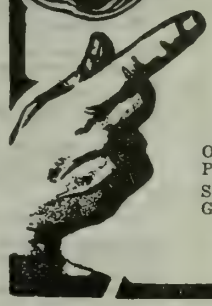
Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

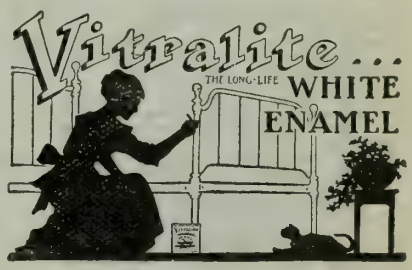
All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

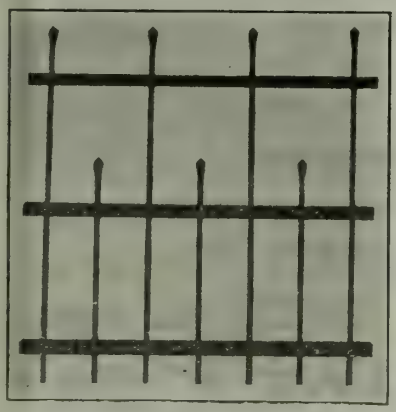
The Ideal Enamel For Any Job

—the largest or the smallest.
It's use is universal, splendid for boats or any work where it is subject to severe wear and climatic conditions, equally good for metal and wood (use Vitralite Undercoating).
It's the only enamel guaranteed for three years outside use.
Stock complete, prompt shipment.



Our travellers cover Western Ontario and Niagara Peninsula.

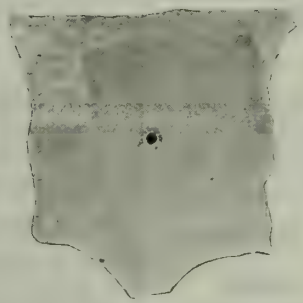
KENT-GARVIN COMPANY, LIMITED, Hamilton



IRON FENCING,

of various designs,
WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited
Wire Works, St. Henry
MONTREAL



Chamois Skins

With a few exceptions

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited
Head Office and Warehouse: 247 St. Paul St. West, Montreal
Toronto Office: 8-10 Wellington St. East, Toronto, Ont.
We represent two of the largest factories in the world

NOTICE TO THE TRADE
FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORK
CHICAGO, U.S.A.

NORCROSS
GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.

THE BUYERS' GUIDE

Spinnings
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Bateman-Wilkinson Co., Ltd., Toronto.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.
Sturgeons, Ltd., Toronto.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Campbell, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canada Stove & Foundry Co., Ltd., St. Laurent, Montreal, Que.
Clare Bros., Ltd., Preston, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Clare Bros., Ltd., Preston, Ont.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Tents
Grant, Holden & Graham, Ltd., Ottawa, Ont.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.
North American Hardware Co., Ltd., Montreal.

Tires and Tubes, Automobile and Motor Truck
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hyslop Bros., Toronto, Ont.
K. & S. Canadian Tire & Rubber Co., Ltd., Toronto, Ont.
North American Hardware Co., Ltd., Montreal.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Van Der Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Presto Patch Co., Toronto, Ont.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
W. C. Wood Co., Minneapolis, Minn.

Tire Repairs
W. C. Wood Co., Minneapolis, Minn.

Toboggans
Peterborough Canoe Co., Peterborough, Ont.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
Thos. Davidson Mfg. Co., Montreal, Que.
James H. Cummings, Chicago, Ill.
Gendron Mfg. Co., Ltd., Toronto.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

OAKEY'S
"WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

SLEDGES

No. 93

Press forged by slow process to preserve structure of steel—scientifically tempered—sand blasted. Thoroughly guaranteed tools for all classes of work.

THE WARREN TOOL & FORGE CO.

234 Griswold Street WARREN, OHIO

King of the Field
Corn and Bean Planter

Is a good seller that gives satisfaction

Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

Otterville Mfg. Co. Limited

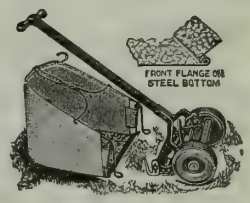
Otterville, Ont.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.

St. Paul, Minn., U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited

PETERBOROUGH, ONT.

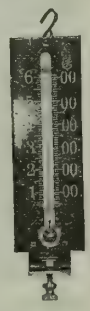
CANDY

Cooking Thermometers

When a magazine like "Good Housekeeping" devotes many pages to articles on Thermometer Cooking there must be something in it.

WILDER

Accurate Thermometers for home cooking have been tested and approved by Good Housekeeping Institute and are an inspiration to housekeepers everywhere.



BAKING

THE WILDER-PIKE THERMOMETER CO., Inc.

Fulton Street, - TROY, N.Y., U.S.A

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

GASOLINE TANKS

WELDED, TESTED, HIGH-CLASS TANKS

For Underground Storage of Gasoline

A high quality tank, steel welded throughout, making it practically a one-piece tank. Painted on the outside with anti-rust, acid-proof black paint. They are practically rust and corrosion proof. They are made by expert workmen. Our tanks are built to conform to the requirements of the National Board of Fire Underwriters. They are all tested before leaving our works under air pressure by a competent superintendent and then crated and shipped so they will reach you in good condition. We believe our prices will appeal to you as being very reasonable. If not as represented when it reaches your station, fire it back at our expense. Can we do fairer? Any size made to your order.

THE STEEL TROUGH & MACHINE CO., LIMITED

TWEED, ONTARIO, CANADA

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares.
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Store Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
North American Hardware Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
[illegible] & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tube, Rubber
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto. Ont.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders Ltd., Manchester, Eng.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders Ltd., Manchester, Eng.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Wm. Harland & Sons, Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
W. Walker & Son, Ltd., Toronto.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Stover Mfg. & Engine Co., Freeport, Ill.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto. Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros. Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
Bemis & Call Hardware and Tool Co., Springfield., Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will, B. Lane, Chicago, Ill.
Lewis Bros. Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
R. & S. H. Thompson & Co., Ltd., Montreal,

Sir Thomas White Will Be Next Premier

THIS prediction is made by J. K. Munro in the March 1st issue of MacLean's, now on sale. He carefully reviews the situation that has developed at Ottawa and indicates the straws which show that the wind is setting in the direction of the Ex-Finance Minister: A clear and shrewd summing up of the situation written in semi-humorous vein.

This article is one of a great many unusual and vital articles in this number. For instance:

All We Like Sheep

By Nellie L. McClung

A humorous account of a rather sad investment.

Balking the Bootlegger

By Guy E. Morton

An article on the methods followed in detecting the illicit sale of liquor; interesting and amusing.

Stories by Basil King, Camilla Kenyon, Robert E. Pinkerton and E. Llewellyn Hughes.

The World in a Nutshell

One of the best features in any magazine the world over is the "Review of Reviews" department, which gives the best articles from all periodicals in condensed form. Some of the reprinted articles found in this number are:

The True Story of the Czar's Death
Noske, Dictator of Germany
Is a Cataclysm Coming?
The Spy Behind the Lines
Peace Treaty Must be Remade
The Motor Car of To-morrow
A City Under Soviet Rule
The Camel of the Frozen Desert
Idiosyncrasies of Your Eyes
Bolshevism is Drawing Back
Moving Pictures at 250 to the Second
First Case for the League of Nations
New Form of Cure Found
New Scientific Discovery—Bending of Light
Lenine, His Life and Work
Will Find Records of Great Antiquity

News Dealers often run short of copies of MacLean's.

Get yours early.

And remember that the big March 15th issue will be on the news stands in two weeks time.

Over 80,000 Canadian Familiess Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

March 1st Issue *Now on Sale At All News Dealers* ***20c.***

JC SPRAY CHEMICALS

BORDEAUX MIXTURE

Unquestionably the most efficient fungicide for many purposes.

J. C. Bordeaux Mixtures, powdered and paste, are *chemically accurate* and *physically perfect.* Very finely precipitated, thus ensuring maximum covering power.

Dependable because of unvarying quality.

Like all J. C. products, they are subjected to frequent tests in process of manufacture.

Guaranteed analysis on every package.

Write for Spray Booklet.

Other J. C. Sprays:

CAL-ARSENATE
LEAD ARSENATE
BORDO ARSENATE
BORDEAUX DUST

Made in Canada by

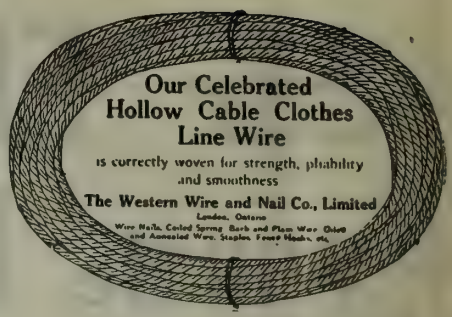
John Cowan Chemical Co.
LIMITED
1 Dalhousie Street Montreal

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

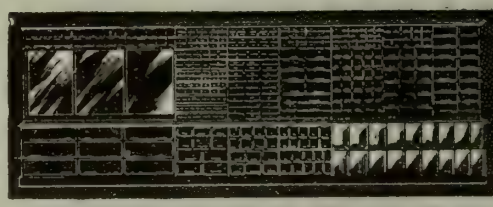
EXCELSIOR WIRE CO., M TED
22 VICTORIA SQUARE, MONTREAL



OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG



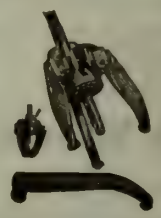
Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

F. E. LINDSTROM
SWEDEN

PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple to the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

"TIP ON"

"FROST KING" WEATHER STRIP

BOOK NOW FOR NEXT SEASON

The people demand it now after trying others.

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

TRANSFERS

FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
[illegible] WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

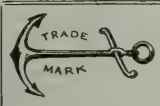
Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



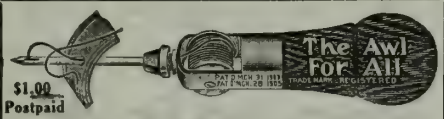
Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



MYERS WONDERFUL, SPEEDY HAND STITCHER
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

AUTO ACCESSORIES

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

DOMEKO BABBITTS

For High Speed Electric Motors and Heavy Pressure Service

THEY ARE NOT EXCELLED
Catalogue, and particulars on request.

The Dominion Metal Company, Ltd.
SHERBROOKE, QUE.

ALLEN FLUX

NON-ACID—FOR SODERING

At it since '93

If you want to get better sodering results use Allen Non-Acid Sodering Flux.

Put up in the form of sticks, liquid, paste and salts (and one for aluminum).

Order it from your supply house.

Samples free.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

Convenient, Efficient
Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

CLIMAX PAPER BALERS

ALL STEEL---FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

A YOUNG MAN WITH SEVERAL YEARS OF up-to-date merchandise advertising experience, for a business that offers good opportunities. Box 345, Hardware and Metal.

CLERK WANTED—WESTERN ONTARIO CITY. Apply stating experience, wages wanted to Box 334, Hardware and Metal.

WANTED — BUYING AGENT FOR FINEST productions of Scissors, Razors, etc. Steady deliveries can be guaranteed. Solway & Niblett, manufacturers and Merchants, Walfa Works, King Edwards Road, Ladywood, Birmingham.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED—HARDWARE CLERK FOR RETAIL store: state age, experience and wages required. Geo. W. McDonald, North Bay.

TRAVELLERS—SALESMEN, CITY AND ROAD, will find our Waterproof Floor Wax and Polishes lucrative lines. Liberal margins to the retailer and selling helps. To those of high calibre with established connection we offer exclusive territory and active co-operation. Credentials essential. Kendall Merton, 12A Belmont Place, Montreal.

AGENCIES WANTED

BRITISH ENGINEER WITH 17 YEARS' EXperience and live connection, is prepared to act as buying agent for groups of firms requiring machinery, refractory materials, hardware, household sundries, metals, etc. Write Box No. 649, Sells, Ltd., 167, Fleet Street, London, E. C., England.

POSITIONS WANTED

POSITION WANTED BY MARRIED MAN AS manager of hardware store in country where surrounding locality offers field for progression. Salary and percentage of profit basis preferred. Keir, 1424 Twenty-sixth Street West, Calgary.

WANTED — TO REPRESENT, HARDWARE manufacturer, general or specialties for Alberta, British Columbia and possibly Saskatchewan. No line too large for experience, mainly on own behalf in retail and wholesale. Open after June first. Box 320, Hardware and Metal.

SALES EXECUTIVE NOW ASSOCIATED WITH a prominent manufacturing concern in Western Ontario city, is desirous of making a change between now and May 1st.

He has had eight years' experience in merchandising Canadian-made products through the wholesale and retail hardware trade of Canada, and his record will bear the closest inspection. He has personally sold goods in every city in Canada, and has lived four years in Winnipeg. He has for the past two years successfully managed the sales department of the company he is now associated with, but is looking for a connection offering wider possibilities.

While remuneration commensurate with the responsibilities he would undertake would be expected, initial salary is not so important as future possibilities.

Advertiser is a Canadian, aged thirty-one, married, and possesses University training. He would prefer to become associated with a manufacturer where his close connection with the wholesale hardware trade and his intimate knowledge of merchandising possibilities throughout Canada would be of value. But he is confident of successfully filling any sales executive position.

If you are interested, a letter to Box Number 350, Hardware and Metal, would be appreciated, and an interview could be arranged immediately.

FOR SALE

TINNERS TOOLS FOR SALE.—8-ft BRAKE, squaring shears, groover set of rollers, folding machine, turning machine, hollow mantle stake, hatchet stake and blow horn stake. Apply to M. C. Hammond, Tofield, Alta.

HARDWARE BUSINESS, SIX THOUSAND dollar stock, located in a Western Ontario city. Reason for selling, poor health. Box 338, Hardware and Metal.

FOR SALE OR RENT—LARGE BRICK STORE with fixtures, at Conestogo, Waterloo County. General business established sixty years. H. H. Bowman, 10 Ernest Ave., Toronto, Ont.

FOR SALE IN OSHAWA

ONE OF THE BEST HARDWARE BUSINESSES in Ontario. Stock in A1 condition, and complete in every respect. Will require $40,000 to purchase stock and real estate. Turnover and profits are in proportion to investment. To anyone wanting a real live business this proposition is worth while. Personal applications only will receive attention. Please 'phone or wire when coming. John Bailes & Sons, Oshawa, Ont.

Hardware Stock For Sale

WANTED—Offers for First-Class Stock of Shelf and Heavy Hardware; going concern. Stock about $20,000.00, well kept and well assorted. Situated in the best town in New Ontario. Reason for selling—Advancing years and poor health. Present premises can be rented. Apply to Box 321, Hardware and Metal.

MISCELLANEOUS

STOVE REPAIRS SUPPLIED FOR GARLANDS, Pen Esthers, Acmes, Crown Hurons, Supremes, Coronas, Renowns, Silver Kings, Grand Ideas, and all kinds of stoves and ranges. For full list and prices write Grundy Bros., Strathroy, Ont.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Have You Received Hardware and Metal Stock Electro Catalog?

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

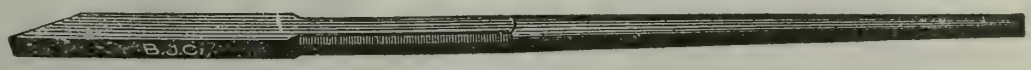
MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

O-Rib-O

Steel - Clad Garages

Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door 28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba

Did You Receive Stockdale's Lectures?

HARDWARE AND METAL has reprinted an additional supply of the four Stockdale lectures, as follows:

"Many Businesses Wrecked by Details"
"How to Make Figure Facts Earn Profits"
"How to Measure the Value of Turnover"
"How to Get the Information the Customer Wants"

We have had these printed for our readers and will gladly supply copies free upon request, so long as our supply lasts. Send for your copy now.

HARDWARE AND METAL 143-153 University Ave., Toronto, Canada.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd..... 95
Allen & Co., Ltd., L. B..... 173
American Enameled Products Co..... 25
Army and Navy Manufacturing Co... 95
Ashdown Hardware Co., J. H..... 81

Barnett Co., G. & H..... 75
Barrett Co., The 83
Beatty Bros., Ltd. 71
Berry Bros. 61
Bissett & Webb, Ltd. 103
Brett Co., The 89
British Smelting and Refining Co.... 15
Burrowes Manufacturing Co. 67
Butcher & Co., J. H..... 103
Butterfield & Co. 18

Cameron & Campbell 102
Canada Decalcomania Co. Ltd..... 103
Canada Metal Co. 87
Canada Steel Goods Co., The..... 3
Canada Wire and Iron Goods Co..... 95
Can. Foundries & Forgings Co., Ltd. 9
Canadian General Electric Co.....20-21
Canadian K K Co..... 25
Canadian Polishes, Ltd. 22
Canadian Tube and Iron Co..... 91
Canadian Veneering Co..... 95
Canadian Yale & Towne Co..... 23
Canadian John Wood Mfg. Co..... 95
Caron Bros. 103
Chicago Flexible Shaft Co..... 5
Clayton & Lambert 95
Cleveland Stone Co. 26
Climax Baler Co. ....
Coghlin Co., Ltd., J. B..... 105
Collette Manufacturing Co. 22
Containers, Limited 95
Cowan Chemical Co., John..... 102
Crane, Limited 95
Crescent Co., The 22
Crookes & Son, Jonathan 97

Davidson Mfg. Co., Ltd., Thos..... 15
Diamond Saw and Stamping Works.. 103
Dominion Cartridge Co. 26
Dominion Metal Co., Ltd..... 173
Dominion Sheet Metal Corporation... 73
Doon Twines, Limited 113

Edelmann & Co., E....Inside front cover
Eureka Planter Co. 28
Evans, W. T. 103
Excelsior Wire Co., Ltd..... 102
Evans & Co. 97

Frost King Weather Strip Co..... 102

Gendron Manufacturing Co. 22
Glidden Co., The 59
Graham Nail Works 93
Grieb Co., The 102
Great West Electric Co..... 79
Guelph Spring and Axle Co..... 103
Gutta Percha and Rubber Co..... 4

Hamilton Stamp and Stencil Works, Limited 103
Hamilton Stove and Heater Co..... 6
Howland, Sons & Co., H. S..... 1
Hutton & Co., James 97

Imperial Bit and Snap Co..... 105
Imperial Oil Co., Ltd..... 17

Jacobs Manufacturing Co. 8
Jardine & Co., A. B..... 12
Jennings Mfg. Co., Russell 103
Johnson & Sons, C. H. 97

Kent, Garvin & Co. 97
Kinzinger, Bruce & Co., Ltd..... 113

Laidlaw Bale and Tie Co..... 12
Lamplough & Co., F. W..... 102
Landers Frary & Clark 2
Leslie & Co., Ltd., A. C..... 28
London Rolling Mills Co..... 93
Lufkin Rule Co. of Canada, Ltd..... 106

Mab Company, The 24
Manitoba Iron and Steel Corp..... 79
Martin Co., The L..... 97
McArthur & Co., Alex..... 93
McClary Manufacturing Co. 19
McDougall Co., R. 23
Megantic Broom Co. 23
Merchant Hdw. Specialties, Ltd..... 89
Metal Shingle and Siding Co..... 12
Mica Co. of Canada, Ltd..... 103
Moore & Co., R. M..... 103
Moore & Co., Ltd., Benjamin..... 87
Morrison Brass Co., James..... 23
Morrow Screw and Nut Co., Ltd., John 85
Myers & Bro., F. E..... 93
Myers Co., C. A. 113

Nagle & Co., H. 24
National Stamping and Elec. Wks.. 97
Niagara Falls Metal Stamping Co.... 89
Nicholson File Co. 13
Nineteen Hundred Washer Co. 14
Norcross & Sons, C. S..... 97
North Bros. Manufacturing Co..... 14
Northern Electric Co. 10
Northern Bolt, Screw and Wire Co., Limited 24
Nova Scotia Steel and Coal Co..... 93

Oakey & Sons, John 99
Oneida Community, Ltd. .....Back cover
O-Rib-O Manufacturing Co..... 105
Ottawa Paint Works, Ltd. Inside back cover
Ottawa Trading Co. 87
Otterville Manufacturing Co. 99
Owen Sound Wire Fence Co..... 103
Owl Metal Co., Ltd..... 122

Parmenter, Pulloch & Co..... 24
Pink Co., Thos. 89
Prairie Chemical Co. 80
Prairie City Oil and Mfg. Co..... 80
Progressive Manufacturing Co. 105

Ramsay & Son, A. 83
Reed & Co., George W..... 61
Renaud Motor Supply Co..... 76
Rideau Specialty Co..... 103

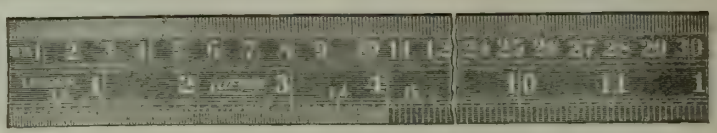
Samuels, J. 87
Sherwin-Williams Co.....Front cover
Starratt & Newth 91
Shurly Co., T. F..... 87
Shurly, Dietrich Co. 75
Simms & Co., T. S..... 71
Simmers, Ltd., J. A..... 8
Spielman Agency 105
Specialty Manufacturing Co. 99
Starrett Co., L. S. 11
Steel Trough and Machine Co. 99
Stephens Co., G. F..... 77
Still Manufacturing Co., J. H..... 87

Taylor-Forbes Co., Ltd..... 16
Toronto Plate Glass Importing Co... 75
Trees & Co., Samuel 15
Trimont Manufacturing Co. 87
Turner & Sons, J. J..... 99

Union Iron and Metal Co..... 91
United States Sand Paper Co..... 91

Vol-Peek Manufacturing Co 24

Warren Tool and Forge Co..... 99
Weaver-Beach Co. 113
Western Wire and Nail Co..... 102
Wilder-Pike Thermometer Co. 99
Wilckes-Martin-Wilckes Co. 103
Wilkins Co., Geo. H..... 103
Wilkinson & Kompass 99
Williams & Co., J. H..... 13
Wilt Twist Drill Co. of Can., Ltd.. 7
Wools & Co., Walter 89
Wrought Washer Co. 89



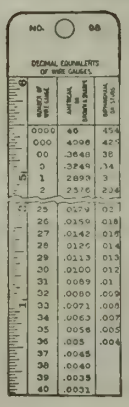
LUFKIN MECHANICS' SCALES

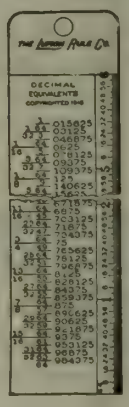
ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

TRADE MARK REGISTERED

"Paints and Varnishes for Every Purpose"

Polar White

Unexcelled as a Paint for all Tints

An excellent base for all tints and 90 per cent. of all exterior work—white excepted. Polar White dries flat when thinned with turpentine only. A highly satisfactory non-lead-poisonous paint with great advantage in economy.

Impress on your customers that Polar White is better than White Lead for all Interior Painting.

Like all O.P.W. Products, Polar White gives gratifying service to the consumer and so builds prestige for your business and a multiplying circle of permanent, satisfied customers. Consider and investigate O.P.W.—it will work for you and with you to greater business and more profits.

There is good territory open.

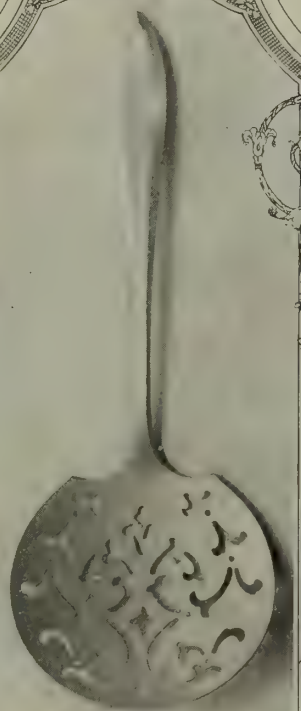
I

is for inspection, inhibiting imperfect items of manufacture and insuring satisfaction to the dealer and consumer.

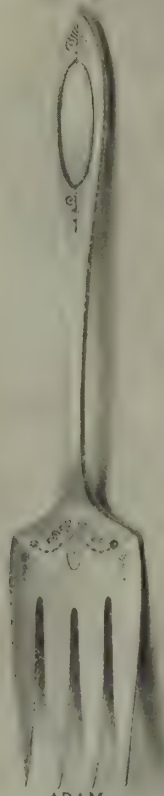
Ottawa Paint Works, Limited
OTTAWA
Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE

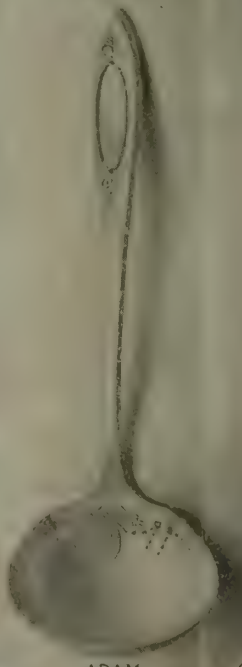


PATRICIAN
Tomato Server



ADAM
Salad or Cold Meat Fork

SHERATON
Berry Spoon



ADAM
Cream Ladle

Many people nowadays have come to think of Easter as an appropriate Gift Day.

The alert dealer will find this a profitable hint for his Community Plate business—a line containing many beautiful and appropriate gift items at popular gift prices. Always welcome, not only because of its exquisite designs, but because it leaves no room for question as to the giver's intentions as to quality.

Popular Gift Items

SALAD FORKS	TOMATO SERVER
CREAM LADLE	JELLY SERVER
BERRY SPOON	OLIVE SPOON

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONTARIO.

PUBLISHED EVERY SATURDAY SINCE 1888

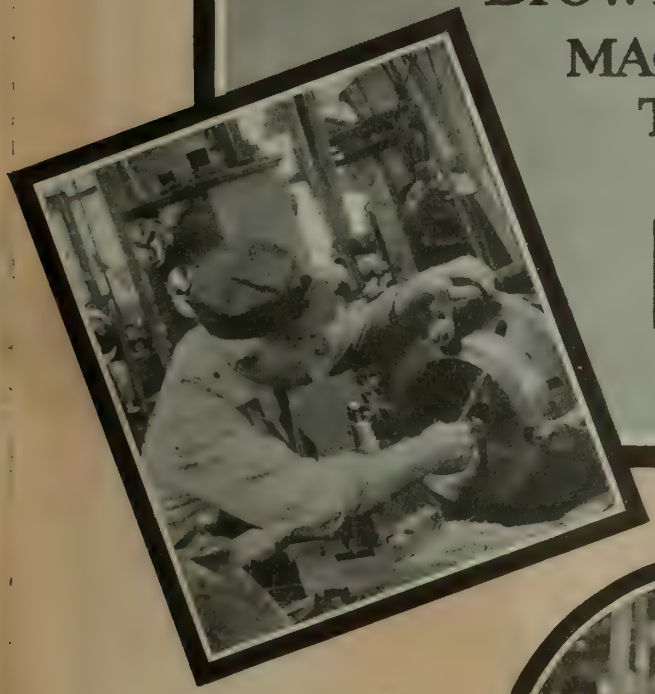
Hardware and Metal

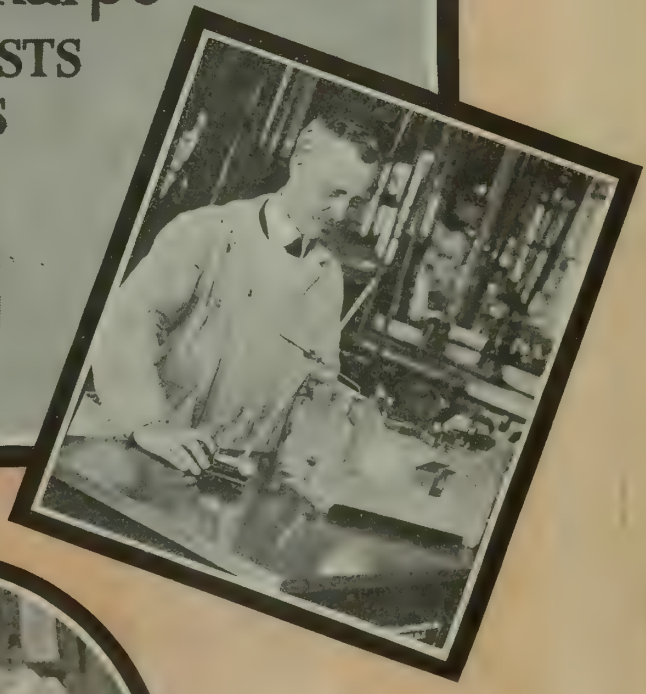
FILE COPY FILE COPY

Vol. XXXII No. 13. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA MARCH 27, 1920

Brown & Sharpe
MACHINISTS
TOOLS

B·S
TRADE MARK





For·Three Generations
THE FIRST CHOICE
In the Tool Room and on
the Manufacturing Floor

THE FAMOUS EDELMANN

SEXTETT

WRENCH

We supply the "Sextett Rench" in Unit Packages of 15. With each Unit Package we give one Display Stand Free of Charge. This Display stand is 10¼ inches high, and the wrenches are packed inside of the Stand, thus making a compact and complete merchandising package.

Sextett Wrench consists of 6 double-end wrenches — 12 different sizes:

7/32"	9/32"	11/32"	13/32"	15/32"	17/32"
¼"	5/16"	⅜"	7/16"	½"	9/16"

Beautifully nickel-plated; smallest wrench 2½ inches lon, the largest 4½ inches long. All made of steel 1/10-inch thick. Knurled thumbscrew holds the wrenches together when not in use. Needed by every owner of an automobile, motorcycle or bicycle, sewing machine, or other machine.

Absolutely Guaranteed

E. Edelmann & Company

CHICAGO **U.S.A.**

Manufacturers of

"Breaknot" Hydrometer
4-in-1 Screw Drivers
Hand Wrench Set

Jumbo Grease Guns
3-in-1 Screw Drivers
Perfect Coupling Assortment
Leaknot Air Chuck, etc.

Gem Grease Guns
Hand-Hammers
No. 312 Cut-Outs

Ask Your Jobber.

HARDWARE AND METAL, March 27, 1920. Volume XXXII., No. 13. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Howland's 1920 Spring Bulletin

IS OUT!

136 pages, brimful of seasonable lines for spring and summer selling.

Included in it are Farm and Garden Tools, Lawn Mowers and other tools for the lawn and garden, Screen Doors, Paint Brushes, Household Goods, Automobile Accessories, Carpenters' Tools, Builders' Hardware, etc., etc.

It is the largest and most complete Bulletin we have ever issued and it has been our best endeavour to make it a publication of real service to the Retail Hardware Dealer.

Its color arrangement will attract your own customers and not least among its features is that it will "lie flat" when opened at any page.

Each copy includes our Ready Reference Selling List on Black Wire Cloth and Poultry Netting.

If you have not received your copy we shall be glad if you will drop us a line.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

Quick Returns in Selling UNIVERSAL ELECTRIC HEATING PADS

Hot Water Bottle Comfort-without the Discomfort

The only thing physical pain is good for is to get rid of. The approved way to get rid of it is by use of the Universal Heating Pad.

The hurry call for the hot water bottle is now answered by the Universal Pad. It puts the ban on the bottle as a banisher of pain. Its gentle ministrations of sustained heat are a comfort and solace to the suffering. As a snuggly bed-fellow on cold nights—as a warmer, bracer and invigorant for the ill, cold and fatigued, nothing equals the Universal Pad.

It is the only Three-Heat Pad in which the particular heat for which the switch is set is absolutely maintained, regardless of the conditions under which it is used. The low and medium heats are attained in much less time than in any other pad.

For the Patient at Home

For Severe Illnesses

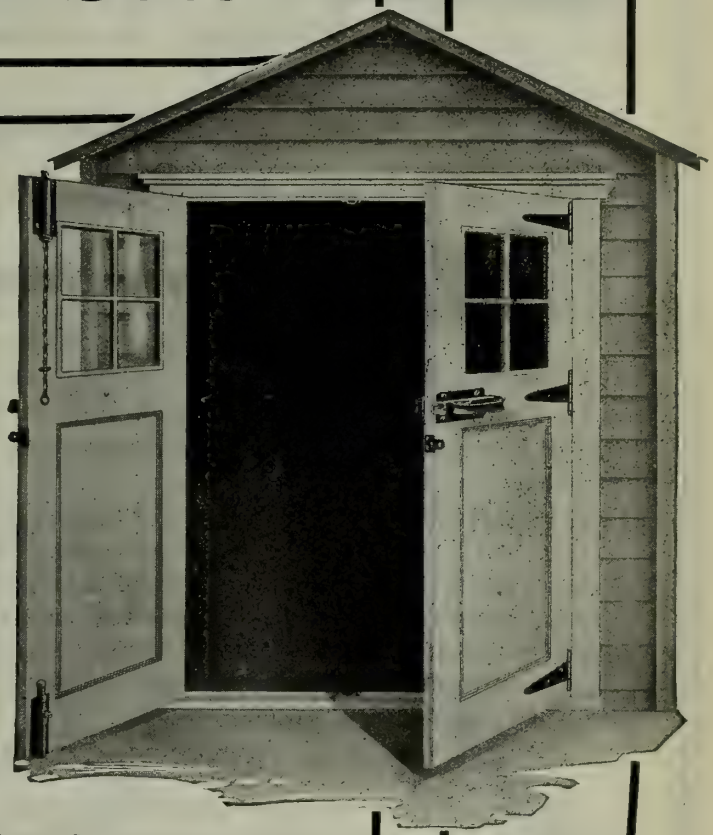
CANADIAN REPRESENTATIVE

Montreal A. MACFARLANE & CO., LIMITED Quebec

LANDERS, FRARY & CLARK

NEW BRITAIN CONNECTICUT

UNIVERSAL
Garage Door Sets



How Many Autos Has Canada?

Everyone Must Be Sheltered!

Canada will have four or five hundred thousand automobiles by the end of this year. About 70,000 will be built in Canada during 1920 and every car must be housed, which indicates continued heavy sales of Universal Garage Sets by hardware merchants.

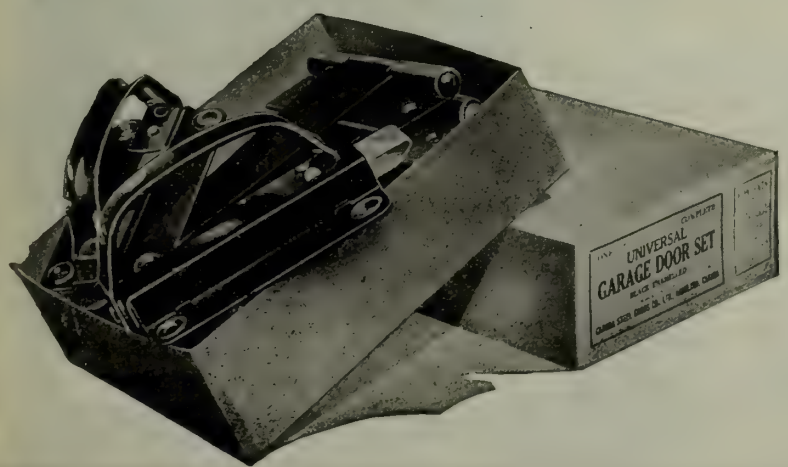
The Universal Garage Set offers **the lowest price on record.** Beautiful extra heavy hardware, the very best of its kind, finished in black enamel. Auto owners are favorably impressed with this set as soon as they see it.

Time-Saving Packing

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055 x 6-in. Wrought Steel Chain Bolt.
1—No. 1056 x 6-in. Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

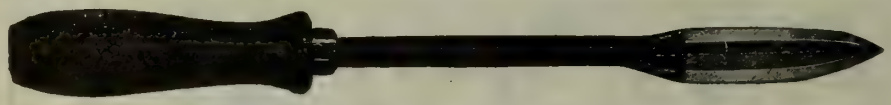
In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs.; packed 6 sets to a case.

Canada Steel Goods Company, Limited
HAMILTON, CANADA

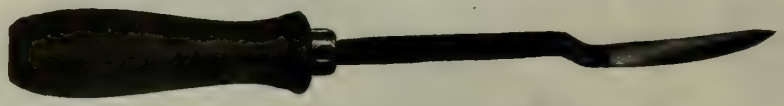


HARROLD BEARING SCRAPERS

Are Noted throughout the United States for their Quality and Workmanship



LARGE SIZE, 14-INCH SCRAPING SIDE



MEDIUM SIZE, 12½-INCH, SIDE VIEW

SMALL SIZE, 11½-INCH, TOP VIEW

SOLD IN SETS ONLY

THE LEADER OF THE TRADE

H.J.H. QUALITY MACHINISTS' PATTERN BEARING SCRAPER SET

ABSOLUTELY NON-CHATTERING

A Drop-Forged Scraper, so shaped that the scraper is always of a hollow ground design, being easily honed or ground by the amateur. Shell is forged thin and concave in shape, making the scraper absolutely NON-CHATTERING—AN IMPORTANT FEATURE IN A GOOD BEARING SCRAPER.

Forged from a selected high-grade alloy tool steel, especially heat-treated and ground, assuring perfect keen scraping edges. Polished blade with bright edges, ebony shank; handle end of shank fluted to prevent handle twisting in operation, fitted with black enameled hardwood handles.

Recommended by test to easily scrape bearings of high speed babbitt metal, brass or composition and not **chatter.**

FOR THE AUTOMOBILIST

We have the Buckeye Quality—forged from special alloy steel, perfectly hollow ground and heat treated to a degree of hardness to make a perfect scraper for automobile bearings and recommended to be non-chattering. Fitted with natural finish hardwood handles, polished blade edges, natural oil finished shank.

A GOOD COMPETITIVE SCRAPER SET

HARROLD MECHANICS' SET

H. J. H. quality, strictly high-grade set. Made from warranted tool steel, polished head, blade or taper baked ebony stock. Specially heat treated for general work.

Assortment of twelve tools as follows:—Cold chisel (two sizes); slim taper punch, regular taper punch, center punch, round gouge, cape chisel, side cap chisel, half round nose chisel. Bent half round nose chisel, diamond point chisel and bent diamond point chisel. Each set packed in a good canvas roll kit.

Write for Catalog.

WIEBUSCH & HILGER, LIMITED

106-110 LAFAYETTE ST. NEW YORK CITY, N.Y.

Canadian Selling Agent:

JAS. GERARD KERR 411 ST. NICHOLAS BLDG., MONTREAL

Sell Stewart Machines

They Always Satisfy

STEWART Clipping Machines always make good for the dealer and the user. The steady increase in sales is the result of real merit.

Hardware men get satisfaction in handling Stewart Clipping Machines. They are quick sellers, good profit-makers and call for only moderate investment.

Cow, horse and mule owners get satisfaction in operating Stewart Machines. They clip quickly and easily—they are thorough and dependable.

Stewart Clipping Machines have been consistent profit-makers for dealers for many years. More Stewarts are sold than all others put together. They'll get you the CREAM of the Clipping Machine business.

Every Dealer in Canada Can Sell Stewart Machines

Your customers KNOW Stewart Machines through years of satisfactory service. If you fail to carry them in stock, you actually lose money.

Stewart No. 1 Ball Bearing Clipping Machine

For cows, horses or mules.

No change in knives or adjustments.

Our "Buy From Your Dealer" Advertising Helps You Sell

Our advertising and educational campaign now running in the leading farm papers of Canada is boosting sales for dealers. Stock Stewart machines, and your customers will buy from you. We are telling your customers to "INSIST ON A STEWART—**the kind that always satisfies.**"

Put Stewart Machines in your store window—use the attractive advertising material we will gladly send you—and you will have a convincing display for all cow, horse and mule owners who pass your store.

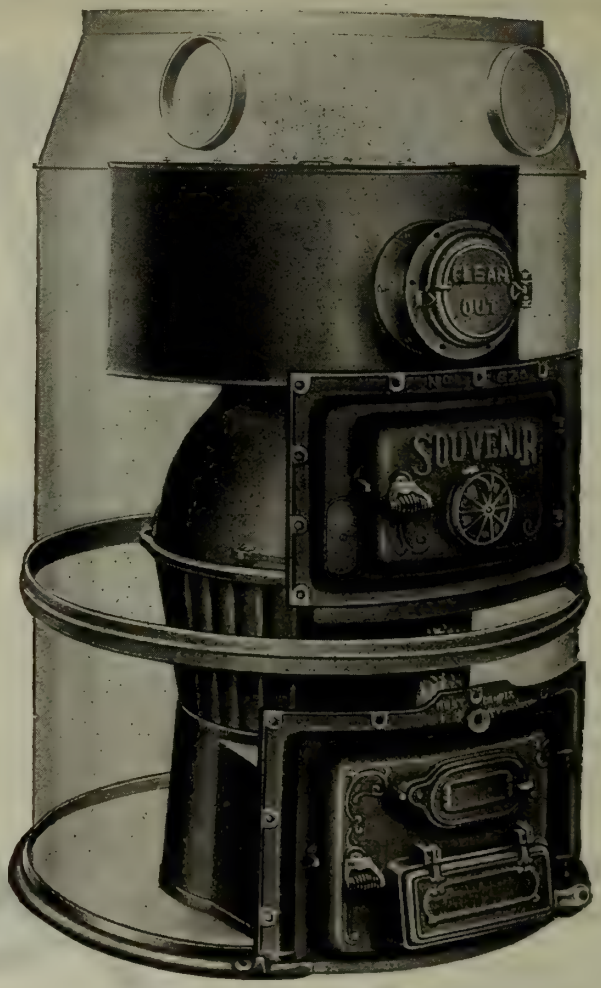
Back up your display by advertising in your local newspaper—ask us for cuts to add to its value. Let us send you folders for your customers.

The Business Is All Around You —Stock Stewart Machines and It Will Come Your Way

Get your order in to your jobber NOW, while he has the stock to supply you.

Chicago Flexible Shaft Company

5608 Roosevelt Road, Chicago



You can readily sell the

Souvenir Warm Air Furnace

To Builders, Contractors and Housing Commissioners

BURNS COAL OR WOOD

We can supply this furnace in sizes suitable to meet the present demand for small workingmen's houses that are now being erected in every town and city throughout the Dominion.

The Souvenir is made with one-piece, heavy corrugated fire pot, and equipped with a Smythe Triangular pattern grate, recognized as the best type of Triangular Bar Grate.

The price at which you can sell this furnace to the builder or contractor is so attractive that you would have no difficulty in making quick sales.

The profit to you is figured on a very liberal basis and if you are not already getting a share of the big building boom, you should get in touch with us at once for further information and prices, which we will gladly furnish.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

WESTERN REPRESENTATIVES: Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg. Mr. W. C. Chester, Hamilton St., Vancouver

WILT

"Where there's a WILT- there's the Way"

HIGH SPEED AND CARBON TWIST DRILLS

REAMERS AND MILLING CUTTERS

WILT WILT

An Unusual Service

An Unusual Product

THE IDEAL COMBINATION

When conscientious service is back of a Quality Product then the Dealer can be certain of satisfactory sales.

WILT DRILLS are the embodiment of this ideal combination.

The exacting care emphasized in the selection of raw materials, together with the minute and careful inspection of all **WILT DRILLS**, has enabled them to win a distinctive reputation for service equal to any on the Canadian market to-day.

The dealer who sells them handles a product that will give a good account of itself in the purchaser's hands. That means a confidence reputation created for your store which reaps its reward in increased sales.

WILT Reamers and Milling Cutters also belong to the same high standard line of **WILT PRODUCTS.** You can sell them with the same assurance of satisfactory performance.

May we tell you why **WILT Products** are so profitable for the Hardware Dealer to handle? Write us.

WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

London Office—Wilt Twist Drill Agency, Mooregate Hall, Finsbury Pavement, London, E.C. 2, England

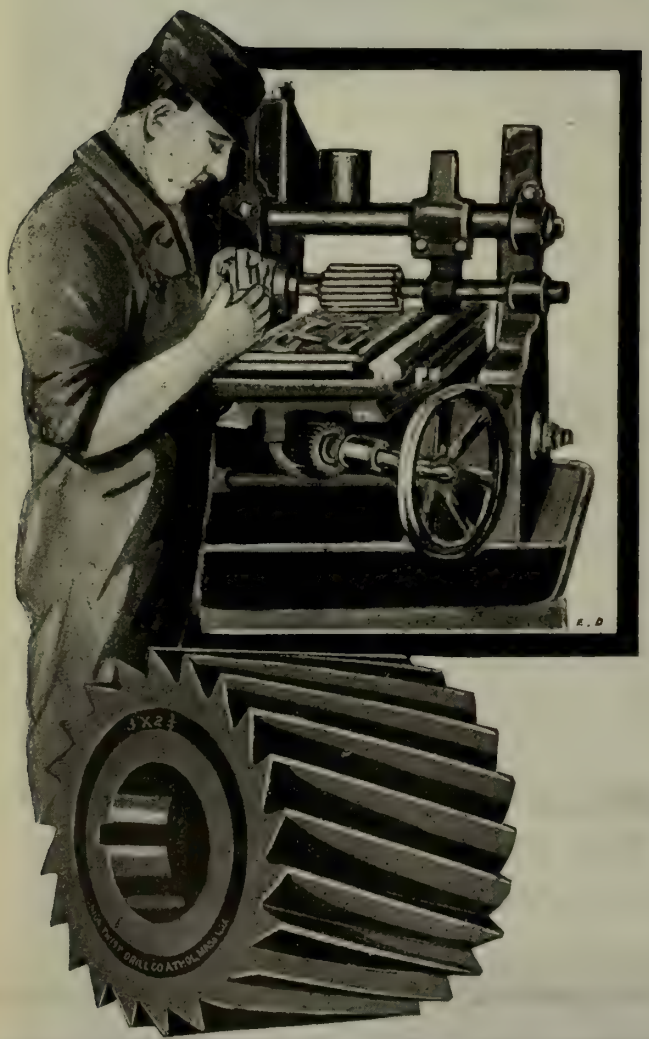
TRADE WILT MARK

BUTTERFIELD

Reliable Milling Cutters

Carbon and High Speed
Twist Drills, Reamers
Taps and Dies

Accuracy Reliability Speed



Every man with purchasing authority knows Butterfield Tools just as well as the mechanic and the shop executive know them.

Butterfield Tools sell well because they are widely known to tool purchasers everywhere. That Butterfield Tools cut faster with less power, require less regrinding, are more accurate, give longer service and sell easier is common knowledge in every shop and behind the counter of almost every hardware tool department.

Ask for Catalog.

Butterfield & Co., Division
Union Twist Drill Company
Rock Island, Quebec

CANADA
FOUNDRIES & FORGINGS
LIMITED

AN UPLIFTING MOVEMENT

THE JACKS THAT SMART BUILD

are husky lifters with drop forged screws

SEE YOUR JOBBER

Produced at

JAMES SMART PLANT

BROCKVILLE CANADA

Spend your dollar in Canada and see it again

A Universal Favorite

You will find that Imperial Brand Harness will practically sell itself. For many years horsemen and farmers have been learning that Imperial Brand is built for service. Naturally when in the market for harness they look for Imperial Brand.

Imperial Brand Harness

is guaranteed free from all defects in material and workmanship. Your customers KNOW its worth. The buying season is close at hand—see that your stock is complete.

Samuel Trees & Co., Limited

42 Wellington St. E, Toronto

Williams' Superior Drop-Forged Wrenches

WHEREVER wrenches are used, particularly in exacting production requiring hard and continuous service, Williams' Wrenches are preferred.

Through constant and systematic effort, during nearly half a century, to produce only the best, Williams' Drop-Forged Wrenches have been so developed that today their superiority is generally conceded. There's a strong, dependable Williams' Wrench, standard in design and size, for every recognized trade need. Every one of the 40 patterns in about 1000 sizes, with openings from 3/16 to 7⅝", carries the Williams' guarantee of service.

Specify "Williams' Wrenches" and get superior quality. Ask for a copy of our Wrench Booklet.

J. H. Williams & Co.

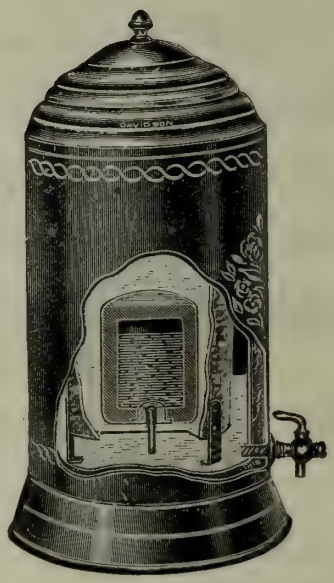
"The Wrench People"

30 Richards Street, Brooklyn, N.Y.

The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask. Agents for Manitoba, Saskatchewan, Alberta and British Columbia.

For forty years, machinists have recognized Starrett Tools as the product of the world's greatest toolmakers.
Catalog No. 21 "MA" sent on request
THE L. S. STARRETT COMPANY
The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
ATHOL, MASS.
NEW YORK LONDON CHICAGO
42-31
Starrett Tools

Davidson's Japanned Water Coolers



This is the merchants' season. Soon your customers will be in search of handsomely decorated, Japanned Water Coolers with nickel-plated faucets.

Stock them now and be prepared for the summer sales when coolers are in demand for every office, store, workshop, summer hotel and club.

These Coolers are made in six sizes as follows:
Gallons: 2-3-4-6-10-16

The Thomas Davidson Mfg. Company, Limited

Head Office, 187 DeLisle Street,

Toronto MONTREAL Winnipeg

Time to Order
FREEZERS

All of the three, LIGHTNING, GEM or BLIZZARD, have served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible —their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running-mate with either the Lightning or Gem. They sell themselves and stay sold! No come-backs or complaints.

This means easy net profits for you.

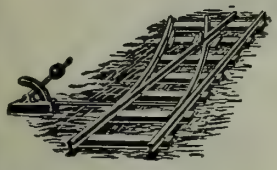
Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

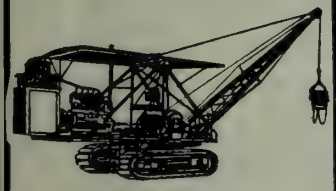
LYING IN THE UNITED KINGDOM

and

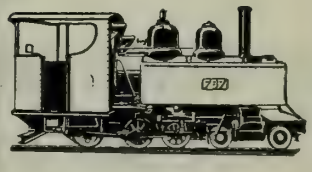
AVAILABLE FOR EXPORT

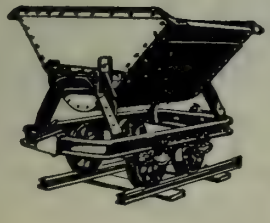
of

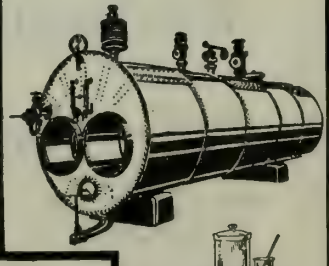
ENGINEERING STORES



- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Contractors' Stores
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

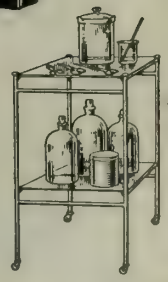






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



We supply a United States steel plant with files for testing hardened steel blanks.

We supply the largest twist drill company in the United States with files for proving the temper of their drills.

These are the only known instances of Canadian-made files being exported for regular use in the United States.

If, therefore, these great companies with all the file makers in the world to select from, specify our files, does it not prove, more than any argument we can advance, our contention that

P H

"THEY CUT FASTER AND WEAR LONGER"

IMPERIAL

Your customers can find this to be true in their own shops, and a satisfied customer is your best asset.

BE FILE-WISE

INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited

Sole Distributors

INGERSOLL, ONTARIO

INGERSOLL

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

ANY SIZE **WIRE** ANY TEMPER

Bright, Annealed, Tinned, Coppered, Galvanized, Lacquered, Etc., for all Purposes.

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment
We manufacture and maintain the Largest Supply in Canada.

THE
LAIDLAW BALE-TIE CO.
LIMITED

Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St. Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

Chucks That Keep Ahead

Mechanics, drill manufacturers and dealers, consider Jacobs Chucks as in a class by themselves.

Their mechanical features—firm grip, accuracy of alignment and time-saving convenience of adjustment have made them world-wide favorites.

Dealers find it best to sell them because they give the drill user what he wants and what he knows is right.

If your stock is low, order more to-day.

The Jacobs Manufacturing Co.

Dept. H. M.

HARTFORD :: :: Connecticut

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

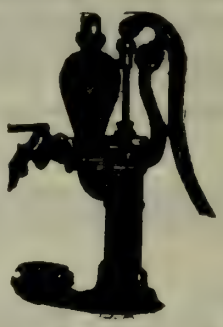
237-239 Tenth Street Niagara Falls, N.Y.

D. A. MACDONALD, 141 Bannatyne Ave., WINNIPEG, Man. Sales Representatives for Manitoba

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

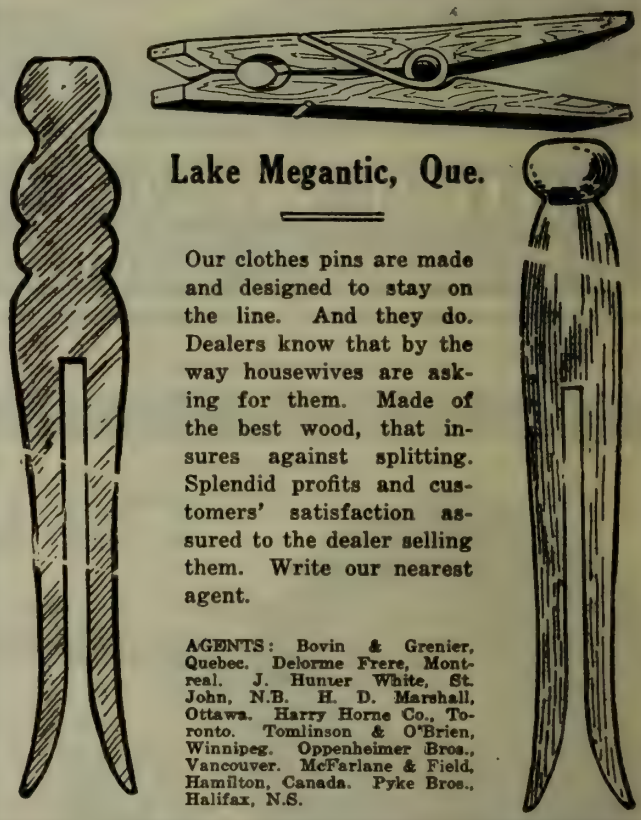
The R. McDougall Co.

LIMITED

GALT, CANADA

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

A safe and certain line for all Hardwaremen

No. 14

25 years reputation

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto Telephone Main, 6510

Made by THE MAB CO., Birmingham and Sheffield, England

IMPERIAL POLARINE
TURNS TRAFFIC INTO TRADE

More than 62% of the motor traffic in Canada depends on Imperial Polarine for lubrication.

Count the motor cars that pass your door in one hour, then estimate the hundreds of gallons of Imperial Polarine used annually by motorists in your territory.

Figure out for yourself whether it is not worth your while to make every effort to attract some of this profitable trade.

Handling Imperial Polarine means turning traffic into profitable trade. When motorists know that you can supply any grade of Imperial Polarine in any size package they want, they will deal with you regularly—and you receive a profit of 33 1/3% or more on every sale.

Imperial Polarine is sold in ½ gallon, gallon and 4 gallon lithographed sealed cans, 12½ gallon steel drums, half-barrels and barrels.

The demand for Imperial Polarine increases even more rapidly than the registration of motor cars. Good advertising runs year in and year out in newspapers having circulation among motor car and truck owners in your community. The Imperial Oil man can show you how to increase your turnover. Give him your best attention.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

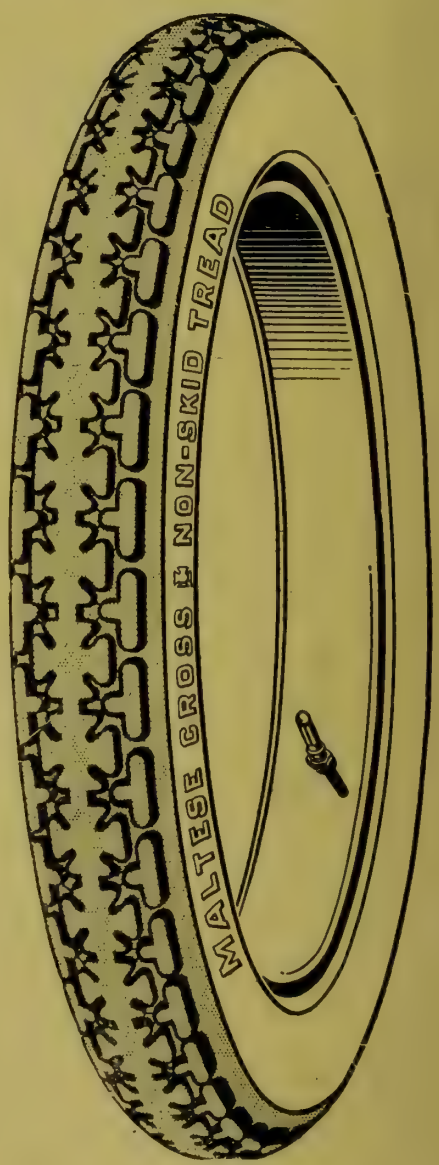
Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium Heavy Body)
IMPERIAL POLARINE A
(Extra heavy body)
One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

T-1594

IMPERIAL OIL LIMITED
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Good for Dealer and Customer

Dealers are finding it easy to sell Gutta Percha Tires. A good display, a suggestion and the sale is made. They are the best tires for you to handle.



GUTTA PERCHA TIRES

delight customers. The perfect service they give, week after week, gives a motorist real satisfaction—and ensures large future sales. For your own sake—for your customer's sake carry "The Tires That Give Satisfaction." The Spring Motoring fever is just about due. Keep a supply of Gutta Percha Goods and get your share of this profitable Tire and Accessory business.

Gutta Percha & Rubber, Limited

Head Office and Factory, Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria

SAVAGE QUALITY TRADE MARK

SAVAGE

With greatly enlarged plants, with manufacturing facilities increased many fold, with new models soon to be announced, the Savage Arms Corporation is in a position to render better and more complete service to its friends in the trade than ever before.

Your attention is particularly invited to the Savage High Power Sporting Rifles, Savage Single Shot, Repeating and Bolt Action .22 caliber Rifles, and Savage Automatic Pistols.

Savage Service stands back of Savage Products.

SAVAGE ARMS CORPORATION

UTICA, N.Y.

Sharon, Pa. Detroit, Mich.

Executive and Export Offices: 50 Church Street, New York City, N.Y.

E. Roy, 65½ St. Andre St., Montreal, Que. A. S. Butchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited
37 St. Antoine Street
Montreal

Strong and Reliable

"Transfer" Power Belting

Better than Leather or Rubber

Protected From All Weather

This remarkable, double-woven, non-creep belting is weather-proofed by special process and also is made fire-resisting so that it is safe in sudden friction emergencies. "Transfer" "hugs," and easily takes care of shifting loads.

Fully guaranteed by the manufacturer

Sole Selling Agents
Campbell Agencies
McKinnon Bldg. Toronto, Ont.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

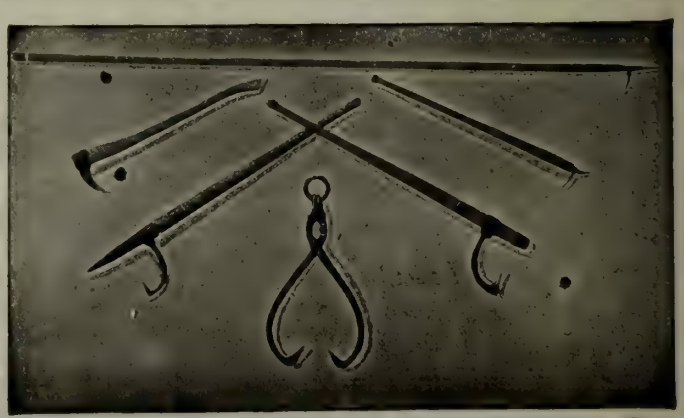
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



VOL-PEEK

15 cents

A Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

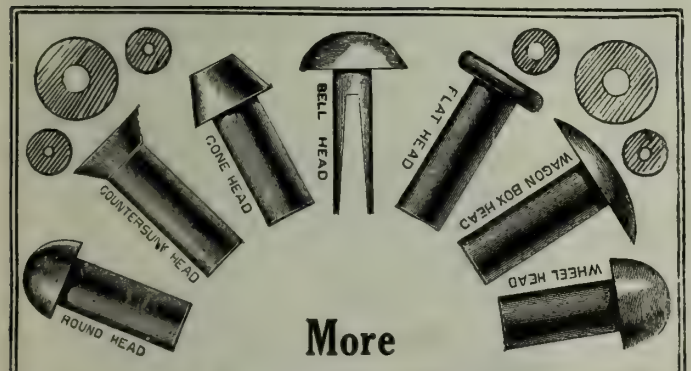
Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

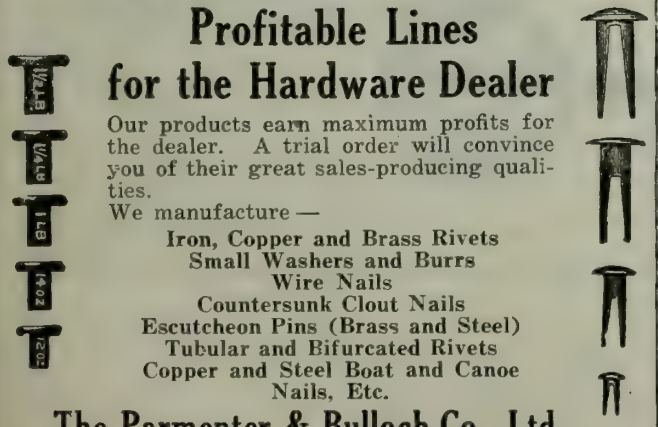
N. NAGLE & Co

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

COSTS ONLY ½c FOR EACH MEND



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Sell Files Without Effort

You can spend time explaining to customers why an article is "just as good," or you can offer them an article that they know to be of standard quality.

It isn't hard to decide which is the most profitable to you, however.

Famous Five Files have been the standard for over fifty years. Practical users know them as such by experience.

Then specify them when you order from your jobber, and keep your stock complete. We carry big reserves, that orders may be filled promptly.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Practically every live wire newsdealer in Canada is selling

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

In the larger cities in Canada we have wholesale distributors. If you are located in one of these cities our wholesaler will be glad to deliver MACLEAN'S to you Twice a Month and will call for your unsold copies.

If you are doing business in a smaller city, or in any town or village in Canada — no matter how small — you should be getting MACLEAN'S shipped direct to you from our Toronto office.

MACLEAN'S pays a higher percentage of profit to the newsstand dealer than any other magazine.

More than that, to handle MACLEAN'S means to attract other trade to your store.

Like these other live wire dealers all over Canada, you simply can't afford to be without it.

Cut out this coupon! **Sign it!** **Mail it To-Day!**

The Circulation Manager,
MACLEAN'S MAGAZINE,
Toronto, Ontario.

Tell me your plan for selling MACLEAN'S through drug stores.

Name .....

Address .....

Morrison Valves

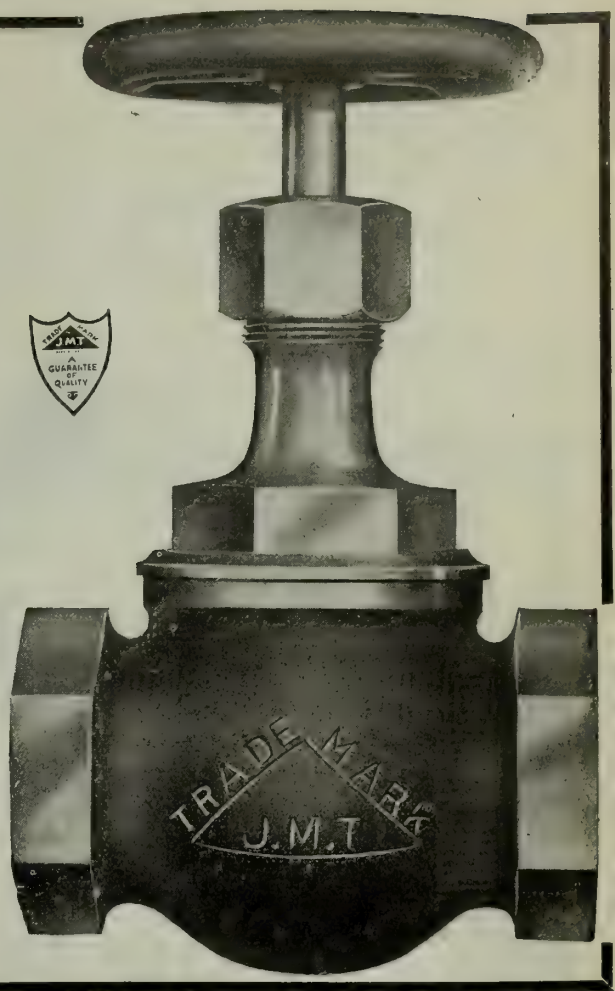
Mean Steady Business

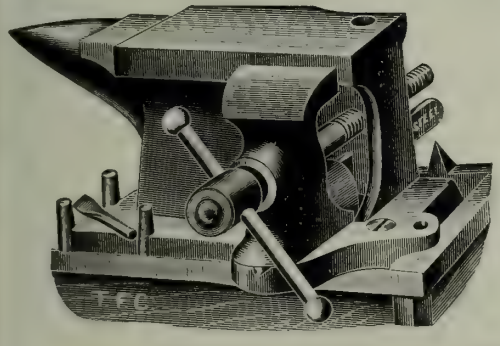
Sales for Morrison Valves are assured because of their thoroughly established position and reputation.

With designers, draughtsmen and engineers, Morrison Valves come to mind and are specified in their work as naturally as steam is thought of in connection with most mechanical problems.

In performance they reflect credit on everybody concerned in their manufacture and distribution—especially the merchant from whom they are bought.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto





ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

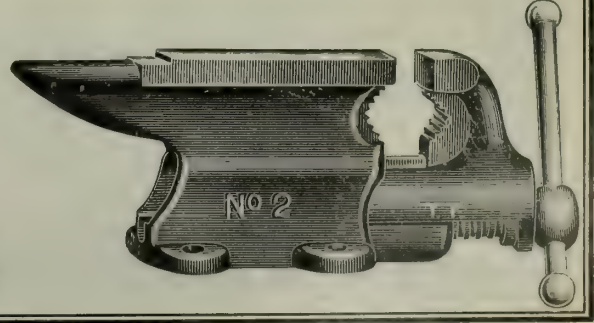
Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

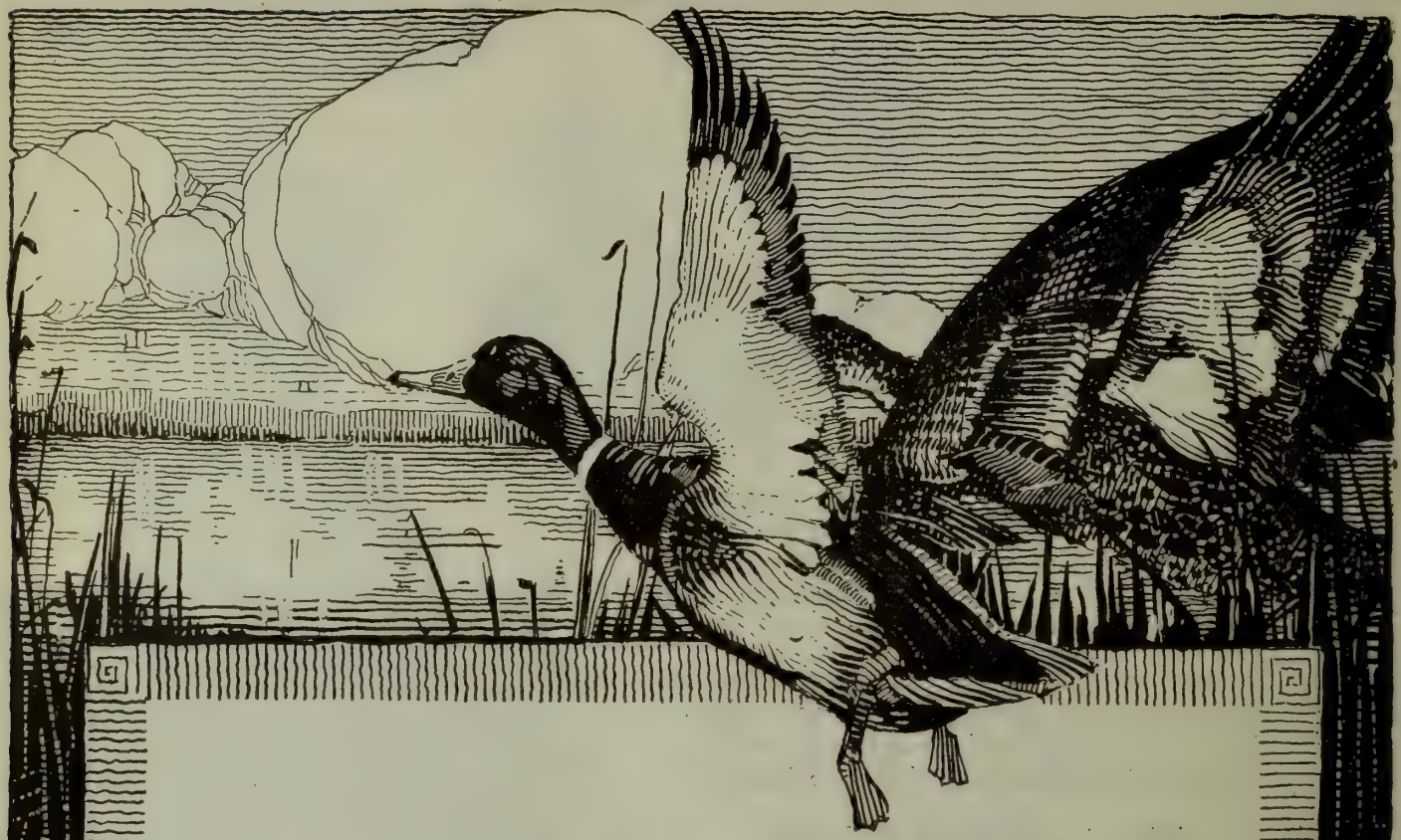
Taylor-Forbes Co., Limited

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.





This is What Builds Profits

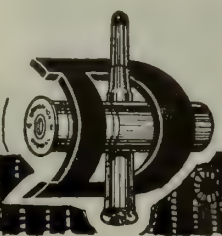
—to meet the demand of your customers for an ammunition that fulfills every need—whether for small or large game, target or trap shooting.

Hunters and shooters of experience know and insist on

Dominion Ammunition

Make Dominion the basis of your ammunition stock and reap the benefits of the demand for this ammunition.

Dominion Cartridge Co., Limited
Montreal **Canada**



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MARCH 27, 1920 No. 13

CONTENTS

Are Farmers Behind Investigation? 27
General Wholesalers a U.F. Co. 28
The Winchester Plan 29
Will Fixing Resale Price be Justified? 32
The Question of Customs Appraisal 34
Building Permits 36
The Exchange Situation 37
Demonstration Pulled Business 37
Editorial Comment 38
Events in the Trade 40
Clerks' Department 42
General Markets 45
Is the Customer Always Right? 54
Save the Surface Plan 56
Paint Markets 60

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

WHY

are buyers willing to pay a higher price for "QUEEN'S HEAD" galvanized iron than for inferior grades? We have customers who will use no other brand irrespective of the question of price. Surely the reason is one worthy of your consideration!

Ask your jobber or write us.

John Lysaght, Limited
Manufacturers
Bristol, England

A. C. Leslie & Co., Ltd.
Canadian Agents
MONTREAL

ZINC FOR ALL USES

SLABS—for galvanizing.

ROLLED PLATES—for ships' boilers.

SHEETS AND STRIPS—for general work.

DUST—for reducing purposes.

OXIDE—for rubber and paint trade.

We can cater to your needs.

A. C. Leslie & Co., Limited
560 ST. PAUL ST. WEST
MONTREAL

Eureka Glass Tank Sprayer No. 144

Equipped with a special zinc screw cap for use in filling with liquids which injure the rubber ring. Solution does not come in contact with the rubber.

(Packed in half dozen and dozen boxes.)

And Other Sprayers

A full line of dependable and salable sprayers; such as, Baby Fountain Compressed Air Sprayer; Eureka Fountain Compressed Air Sprayer; Eureka Continuous Sprayer. All the best of their kind and skilfully designed for useful work. Ask us what they'll do for dealers!

Greater Spring Sales

Spring is a season that stimulates sales in a great variety of commercial lines, but certainly none more than gardening and agricultural lines.

If you want to put moderate investments in profit-making, quick turnover lines, get in touch with us about our lines of sprayers, cultivators, wheelbarrows, planters, and seeders—it will pay you!

When you want a good sales-building investment with a profit, don't overlook the Five Eureka Lawn Mowers.

The Eureka Planter Co.
Limited
Woodstock, Ontario

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MARCH 27, 1920 No. 13

Are Farmers Behind Investigation?

Combine Investigation Concluded at Toronto This Week—Farmers Buying Some Hardware Lines—Hardware Price Tendency Still Upwards

THE wholesale grocers' combine investigation, which was completed in Toronto this week, brought out some interesting evidence which will prove of interest not only to grocers but also to the hardware and other trades.

There is more or less of a surmise that back of the wholesale grocers' combine investigation is the United Farmers of Ontario. At any rate, a statement has been made to that effect. What interest have the U.F.O. in the wholesale grocers and their association? A few months ago the U.F.O. formed a non-profit wholesale company to supply their various co-operative stores. Naturally they want to buy at jobbers' discounts all the goods they can. The Wholesale Grocers of Ontario have expressed themselves openly as being opposed to the ethics of a manufacturer selling to what they term a "buying organization" of consumers or of retailers. There you have the possible connection. Later events may show whether the supposition is correct or otherwise.

The hardware trade has been interested in the activities of the farmers' organizations for some time past, owing to the fact that the U.F.O. have been purchasing binder twine and other lines in fairly large quantities, and reports have been current at various times that the farmers would later on deal in fencing, roofing, paints and other lines. Elsewhere in this issue an article gives details of how the wholesale department, controlled by farmers, is operating at the present time. The judgment of the Board of Commerce will be awaited with interest by all branches of the trade.

PRICES STILL GOING UP

Market reports elsewhere in this issue clearly indicate that the tendency of prices on manufactured iron and steel products is still clearly in an upward direction. At the hardware convention last month many wholesalers and manufacturers expressed the opinion that we would see still higher prices, and also face the prospects of not being able to secure some lines at any price. Practically all the predictions have been borne out to date by the great many price changes which have since occurred. With the advent of real spring weather there has come a good demand for spring hardware lines, which has greatly stimulated the retail business. With the uncertainty and rapid price changes which are taking place, the retail hardware merchant has a busy spring season ahead. Added to the spring rush of business, there will be the additional necessity of keeping a close watch on prices and marking and re-marking stock to harmonize with changing prices and conditions.

NEW BUYING REDUCED VOLUME

New buying of iron and steel in the United States clearly is in considerably reduced volume, stated the *Iron Trade Review,* on Thursday of this week, and prices, as a consequence, continue to follow a more orderly course. The feverish spot buying having subsided, there is nothing about the situation that merits the description of weakness. With producers on all sides, well filled with orders and deliveries kept under check by operating and transportation difficulties, the chief problem for the industry is the discharge of present obligations. Mill shipments are rising but the recovery is slow and the necessity for the piling of finished material in various districts has not yet been overcome.

Lifting of the Government restrictions on coal and coke, effective April 1, generally has met with the expectation of sharply advancing prices on coke. There is a feeling, however, that the freedom of the coal and coke markets will be probationary and that any extreme advances will bring about a speedy restoration of Federal control.

General Wholesalers a U. F. Company

It is Known as General Wholesalers, Limited, Majority of Stock Being Held by U.F.O. Co-operative Co.—System Brought Out in Evidence Before Board of Commerce—Carry Small Stock of Hardware at Present

THAT General Wholesalers, Ltd., Toronto, was a United Farmer's Co-operative Co., that the company is run separately from the U. F. O. was brought out at the Hamilton investigation by H. R. Axton, president and manager of General Wholesalers, Limited, who was one of the witnesses called. The authorized capital is $50,000, all paid up, and stock carried is $50,000 to $75,000. A general stock, including some dry goods and hardware, as well as groceries, is carried.

"What makes our stock heavy—at times up to $125,000," stated Mr. Axton, "is that we supply seeds to the United Farmers and we warehouse this stock for them. They really finance the purchase of seeds and turn the line through us as they have no facilities for handling them. Apart from seeds the stock carried would be around $65,000."

"Who form the shareholders?"

"The United Farmers' Co-operative Co. organized the company and hold the majority of the stock, but the company is run separately from the U. F. O. We have two departments: one is a wholesale business in a regular way in which we figure about 10 per cent. over cost and then we have the United Farmers' Co-operative business. We issue a triplicate invoice. The U.F.O. wants for their customers are sent to us on this. The first sheet is shorter than the other and does not have our name. It is returned to the U. F. O. and stamped with their name and sent out to the consumer. At end of each week we send them an invoice for these goods less 10 per cent. At end of every month we issue a general statement.

"We do not make any money on these sales to the U. F. O., which means they get the goods at cost, but we make a profit on the goods sold to other retailers. We sell about 100 stores. Our turnover in February was $75,000, including seeds, which would run about $45,000."

Mr. Axton reported he could not purchase goods from all manufacturers, a number of firms being mentioned which have already been referred to in the enquiry and for similar reasons—shortage of goods or because this firm was not a member of the wholesalers' organization.

In cross-examination, Mr. McKay brought out the point that as consumers controlled the stock of the U.F.O. and as the U.F.O. controlled the stock of the General Wholesalers, Limited, therefore really consumers controlled the business of the Wholesale Company.

He asked if the method of running the wholesale house meant the performance of the same service as the ordinary wholesale and retail establishment, to which Mr. Axton assented.

"Your purpose is to act as a supply to the U. F. O. stores and a mail order business with outsiders?"

"Yes, in addition we go after any business anywhere we can get it."

"How are the prices on the invoices from the U. F. O. got at?"

"The U.F.O. have the ordinary wholesale price of the goods, and are advised each day as to changes."

"Then you send out daily prices to all their stores?"

"No, only to the United Farmers' Co-operative Co. head office."

"Then they have some system of getting this information to their stores."

"Yes."

"Do orders then come in through the head office?"

"Yes."

"In doing this business there is therefore one extra service performed over and above the business of the ordinary wholesale grocer — this information which the central organization sends out to its members?"

"Yes."

"The orders come in from the U.F.O. with their retail price on the invoice?"

"Yes."

An order might come in for 5 tins of an article and you would break the case and supply them?"

"Yes. The goods are shipped according to the instructions of the U.F.O. They are shipped either by express or freight as the customer desires. The general advance over the wholesale price to the retailer might be between 10 to 15 per cent. The invoice goes to the customer from the U. F. O. The U. F. O. get our goods at actual cost plus our overhead. We deduct 10 per cent. from the retail price to cover the overhead. We make a statement each month and send it to the United Farmers' Co-operative Association. In the overhead we include every expense, rent, light, wages, stationery, etc., etc."

"What about the freight on goods you buy?"

"Freight, duty, etc., on goods coming to us are included in the cost."

"What about goods lost in transit?"

"That loss would have to be taken care of."

"What about Government income tax and profits?"

"We have only been in business six months."

Commissioner O'Connor—"You'll likely find out some things soon."

"I'm finding them out every day," replied Mr. Axton.

"Are any losses in accounts outside of Farmers' Co-operative Co. going to be borne as an impairment to the capital owned by U. F. O.?"

"That would have to be added in our charge to them in overhead, if there are any losses. There is no possibility of us making a dividend on the goods sold to the U. F. O., but there is a possibility of a loss providing the overhead was not properly taken care of."

"There would be no fund for distributing dividends unless on the business done outside the U. F. O.?"

"No."

Mr. O'Connor advised getting an expert opinion as to the legality of the method of operating the company's business as there was no provision for distributing dividends, no provision for excess profits or income tax, etc.

In connection with the general business Mr. Axton had referred to, Mr. McKay brought out the point that in hardware the company only carried a small stock including separators and some other lines, and in dry goods the stock was also light. The grocery stock included about $45,000 of the $65,000. Also that in the case of the 10 per cent. stock taken by those outside the U.F.O., it was paid-up in money but there was no provision for a dividend.

Mr. Roebuck—"Who fills the mail orders?"

Mr. Axton — "They are received by the U. F. O. Co-operative Co., who passes them to us to be filled. They send them out and charge them, although they pass through our hands."

"If you ran into a loss, say $10,000 or more, where would that be distributed? Have you a profit and loss account?"

"Not up to the present."

"Might the losses be taken out of capital?"

"Possibly."

Mr. McKay — "Do directors of the U. F. O. board form a majority of the directors on the board of the General Wholesalers, Limited?" "Yes."

TURNOVER TAX

There is now talk at Ottawa of a turnover tax to replace the excess profits tax. Ottawa wants something "which cannot be evaded." The people are coming to a realization, however, that in the end the burden is one that must be borne. Excess profits taxes or turnover taxes will merely have the effect of increasing the cost of living as business must make the additional profit to meet the assessment.

The thinking man usually wins because constant thinking helps one to reason clearly and correctly and by this method he arrives at a basis of action that will prove helpful to his business.

The Winchester Plan, a New Step in Standardization

Methods of Winchester Chain Store Organization Oullined—Policy to be Increased Turnover and Reduction in Items

By C. P. RUSSELL

Reprinted from Printers' Ink, New York

IN PREVIOUS issues of HARDWARE AND METAL a number of articles have appeared regarding the Winchester chain store plan. The great amount of discussion and interest stirred up by the launching of the Winchester idea has made the plan one of the most interesting topics of the day for discussion in hardware trade circles. The first comprehensive description of the sales methods to be adopted by the chain store enterprise are outlined in *Printers' Ink* by C. P. Russell. The article will prove of great interest to the hardware trade of Canada. Whether or not the plan will work out successfully remains to be seen. The details of the plan, however, have been carefully worked out and make interesting reading.

THE Winchester expansion plan has caused the biggest stir in the merchandising world of any development of this kind in recent years. An outline of that plan has already been given in *Printer's Ink* (January 8, 1920). It has been shown how, since the beginning of the war, the business of the Winchester Repeating Arms Company has grown, until it now employs 12,000 persons, where it formerly employed 6,000. Its plant now covers an area of eighty-one acres.

At the end of the war the Winchester company was faced with two alternatives; one was to drop back to the status of 1914—which was virtually impossible; the other was to find new products for increased facilities. The latter was the course decided upon. The next step was to decide what those new products should be.

From the day when Oliver Winchester first produced his famous fire-arm the Winchester rifle has been an article of personal use. A bond of personal affection grew up between the pioneer and his rifle because it was something that he always kept by his side and looked upon as the defender of his life, his family, and property. That feeling is no less true of the sportsman of to-day.

The company realized that in selecting its new products it ought not to lose sight of this personal factor. It, therefore, decided to have those lines which are of daily, personal use. Naturally those lines came under the head of hardware, since the Winchester machinery is best fitted to the manufacture of hardware and since its products have always been sold in hardware stores.

The lines which finally earned the Winchester decision were not impersonal things like nails or screws, but these:

Tools;
Cutlery;
Skates;
Fishing tackle;
Flashlights.

These, then, are the five lines which are to enter the company's family of products, in addition to repeating rifles, repeating shotguns and ammunition.

The next step was to decide what items in these five lines should be manufactured. They now include items which are manufactured literally by the thousands. It was obviously impossible for the Winchester company to contemplate the production of all of them. Hence a selective process was employed.

CAREFUL MERCHANDISING ANALYSIS CAME FIRST

Representatives of the company's research department were placed in the field. They made a survey. The results were in some cases astonishing. In surveying the field of cutlery, for example, they found that more than 3,000 pocket knives are on sale. Out of these 3,000 knives, it was found that only about 180 of them were in steady, constant demand. Only 180 were "best sellers." Only 180 offered possibilities of *volume.*

Its researches convinced the company that concentration should be made only upon those articles that could be relied upon to sell fast and in large volume. Hence it will be the Winchester policy to standardize all lines as much as possible, to eliminate poor sellers, and to cut down the number of items to a minimum.

Having decided on its production policies, the next step was to examine the field of distribution. For fifty years the company has marketed its goods through jobbers. These jobbers carry lines that are made by many different manufacturers, and many of them have their own brands. The jobber, therefore, obviously could not be expected to push Winchester products more than those of any other manufacturer, and he was equally unlikely to give the Winchester goods preference over his own.

But under a scheme of greatly increased production it was absolutely necessary that there should be a correspondingly increased scheme of distribution; the company, therefore, decided that it was to its interest to market its new lines direct to the dealer.

In the dealer field, the research representatives found many curious and anomalous situations. Hardware, it was found, was being sold not only in hardware stores but in drug stores, sporting goods stores, novelty stores and department store basements.

The company did not adopt a policy of direct sales without taking certain facts into consideration. It is very proud of the prestige of the Winchester name. It naturally does not wish to jeopardize that prestige by placing its product in the hands of men who cannot be relied upon to uphold it. It, therefore, applied the same selective process to dealers as in the case of its products.

This procedure is in line with the tendency pointed out in an article by G. A. Nichols in the March 4 issue of *Printers' Ink,* entitled, "How National Advertisers Choose Their Retail Outlet." In this article it is stated "it is getting to be more of a custom among manufacturers and jobbers to use discrimination in the selection of their customers. Instead of throwing the gates wide open to anybody to enter who will, it now is deemed good business to insist upon the retailer having certain qualifications in prospect before he is entrusted with the line."

In other words, the company, having decided on standardization in production, resolved to apply that standardization policy to *distribution.*

The selection of dealers was made according to the population of the towns in which they do business. In towns which have from 50,000 people down, the ablest and best equipped hardware merchants in each are to be offered the Winchester agency. In towns containing more than 50,000 people, the company will establish and operate its own stores. The first one is expected to open in Providence, R.I., in April. There will be at least one Winchester-owned store in every city of 50,000 population, and as many more in the larger cities as seem to be desirable.

Each store will be a model of its kind. Its construction, arrangement, merchandising methods, and accounting systems, will be the best that the Winchester system, based on experience and research, has been able to devise.

Even the color scheme of the store plans will be standardized. The basic color of each front will be uniform gray; the name of the owner will appear in red; other lettering will be in gold against blue. The purpose of the gray basic color is to form a neutral framework for the standardized window displays, which will be in bright and glowing colors.

It may thus be seen that the plan has overlooked not even the smallest detail that is related, however remotely, to the company's purpose.

It is expected that about 8,000 dealers in the various parts of the United States will accept the plan. Each of them will purchase a block of Winchester stock and agree to lend his full co-operation. For the services to be rendered him he will pay a nominal fee of from $3 to $8 a month, with an average charge of about $60 a year.

Once the products and stores had been decided upon, the question arose: Shall they bear the Winchester name? The answer is best given in the words of President J. E. Otterson:

"When we decided to branch out into the manufacture of other lines of products, we were not satisfied that we ought to put the name Winchester on cutlery, tools — skates, fishing tackle — flashlights. This problem was given no small consideration.

"We finally determined to call them all Winchesters; and to make this name mean everything it means on guns and ammunition.

"But we will not put this name on any product until we are sure that the *quality* is such as to entitle it to be stamped with the name.

"When we decided to establish local retail agencies, it was a very great question whether we were to let the name be used on these stores. We determined not to give this privilege indiscriminately.

"We have picked out a responsible dealer in each town who will appreciate the Winchester name, and take the responsibility that goes with it of making the store stand in his community for merchandise of quality and honorable, clean-cut business dealing."

Each selected dealer will, therefore, carry a sign —"The Winchester Store"—in two places on his store; when possible on each window to the right and left of the store entrance. The dealer's name will remain in its accustomed place. On branch stores the name "Winchester" will appear in bold red lettering over the entrance.

As to the general merchandising policy of the stores, W. I. Shugg, advertising engineer of the Winchester Repeating Arms Co., made the following statement:

"Our stores will carry a complete line of hardware, sporting goods, and the other lines that a good hardware store to-day should carry. They will aim at the business in each town that should go to the store. By this I mean they will put the sale of hardware where it belongs—in hardware stores. They will stabilize the hardware trade by making better merchants of our dealers through the means that the Winchester plan has provided."

In this connection it is worthy of note that the company is laying special plans to attract women buyers to its stores. Heretofore the hardware store has not been an especial favorite with feminine shop-

pers, but since 80 per cent. of the buying for personal and household use is done by women, it is figured that their trade is distinctly worth while.

The whole family idea will be strongly emphasized in the merchandising policy. Just as the company has encouraged the father-and-son idea in the use of sporting firearms, so it will encourage the same relation in the use of such products as tools. One of the standardized window-display screens which the company will furnish to all its stores as the basis for all window dressing bears a paneled picture of a father and son busy at the same domestic workbench.

In announcing its new plans, the company has not been sparing in the use of national advertising. That advertising has two phases. The first is designed not to arouse consumer demand, but to sell the new Winchester idea to the public. It is almost solely institutional. The second phase will begin as soon as the goods have been properly distributed. Advertising aimed at the sale of the products will then start.

One of the institutional advertisements has already appeared under the name of President Otterson. It is entitled "New Products and a New Policy" and based upon the original statement to dealers previously quoted.

Another advertisement is headed "New Plans from Old Principles," and since it contains the company's own summary of its present purposes, it is worth quoting in full:

"Half a century ago the Winchester Repeating Arms Company brought out the first completely successful repeating rifle. A rifle so far advanced and so well manufactured that it hastened the settling of the American West and quickly became known and sought throughout the world.

"Winchester has never departed from the sound principle which laid the foundation of its success.

"Guns and ammunition bearing the Winchester name have always been as fine as Winchester knew how to make them.

Fairness to everybody, customers and competitors alike, has always been an outstanding characteristic of Winchester business methods.

"And in an age of tremendous industrial development, Winchester has never lost the place it won as one of the world's leading manufacturers.

"Such development inevitably led to outgrowth—to capacity for production surpassing the available market for guns and ammunition.

"So, to-day, while continuing to manufacture guns and ammunition, Winchester is entering two new fields of endeavor:

"First, the manufacture of Winchester tools for the home work-bench, Winchester cutlery for the household, and other new products of practical character.

"Second, the marketing of these new products through retail hardware and sporting goods stores, owned by or associated with the Winchester company.

"Our confidence in the manufacturing skill and equipment which for so many years have earned so much esteem for Winchester guns and ammunition, assures us that the public will find unusual merit in Winchester tools, cutlery and other new products.

"And our trust in Winchester methods of organization leads us to believe that these methods will build up in the stores displaying the Winchester sign a retail service which has not been known before in the merchandising of hardware and sporting goods.

"In this Winchester development the American people are offered economic advantages. For the Winchester plan will diminish production and distribution costs to the substantial benefit of the public.

"Retail hardware and sporting goods stores are now displaying the Winchester sign. It represents the same principles which for fifty-three years have been making friends for Winchester. We invite you to visit the Winchester store."

Another advertisement under the heading of "New Products and New Policies" is as follows:

"For fifty-three years the Winchester Repeating Arms Company has made and marketed arms and ammunition.

"During this half century the Winchester company has endeavored sincerely to give every customer, large or small, the finest merchandise it could make.

"And it has tried to deal fairly in all ways with every patron.

"Winchester now enters two new fields of effort:

"First the making and marketing of Winchester cutlery, tools, fishing tackle, skates, flashlights and other new products.

"Second, the operation of Winchester Retail Hardware and Sporting-Goods stores, and the selling of Winchester products through selected dealers.

"We believe that the manufacturing personality which has built world-wide respect for Winchester guns and ammunition will produce a character in cutlery, tools, fishing tackle, etc., that has not been offered the public before.

"And we believe that Winchester organization methods applied to Winchester Hardware Stores will develop a retail service unprecedented in the merchandising of hardware and sporting goods.

"This new Winchester plan is one of the largest undertakings in the history of American business. Its object is economic: To manufacture hardware and sporting goods in volume and fully up to the finest traditions of Winchester, and deliver them to the consumer at the lowest possible cost.

"We hope and believe that this plan will benefit the American public; likewise all of our competitors, be they jobbers, retailers, or manufacturers.

(Continued on page 39)

Will Fixing Resale Price Be Justified

Evidence at Hamilton Investigation and Various Comments Indicate Such Will be the Case—Status of Chain and Department Stores — "Corner Grocery" an Economic Necessity—Did Retailers Meet to Fix Prices?

Synopsis of Probable Conclusions.

FROM the trend of the evidence submitted and comments of the Board of Commerce Commissioners, W. F. O'Connor, K.C., and James Murdock, in connection with the investigation in Hamilton last week into the alleged combine of wholesalers, retailers and manufacturers, one is able to draw a number of probable conclusions as to the outcome of the entire case.

The chief points that have arisen in connection with this investigation and on which the Commissioners were most anxious to secure as complete evidence as possible are the following:

1. The question as to whether the wholesale grocers of Hamilton or the Ontario Association were a combine in restraint of trade to the detriment of the consuming public.
2. As to whether it is business ethics for a manufacturer to fix his resale price from wholesaler to retailer.
3. What constitutes a wholesale grocer?
4. Status of the chain store and department store insofar as their rights to purchase direct from the manufacturer at the jobber's discount are concerned.
5. Is the small retail store an economic necessity, and, if so, what are its rights as to being placed on an equal basis to the chain store and the department store in buying?
6. The right of a body of retailers or of consumers, such as the York Trading Co. or the United Farmers' Co-operative Company to form a wholesale house or buying organization to secure their goods direct from the manufacturer at the jobber's discount, and thus have an advantage over the smaller retailer.
7. The point as to whether or not the new Retail Grocers' Organization in Hamilton was formed for the purpose of fixing prices to its customers.

The above, in brief, were the important lines along which the evidence of the many witnesses was directed by the various counsel and the Commissioners themselves.

Not a Criminal Court

It was made clear by Chairman W. F. O'Connor and by A. W. Roebuck, counsel for the Attorney-General's Department of Ontario, that the court was not a criminal one, that everyone was free to give any evidence or make any declarations he desired without fear or favor. The only count on which any of the witnesses could be brought before a criminal court was that of perjury. The Commissioners also made it plain that there was only one of the many points on which they could make a definite ruling, and that was as to whether or not there was a combine existing among the wholesale grocers of Hamilton. If one is found, steps will be taken to correct the matter; but the offence will not be considered a criminal one. It was pointed out by Commissioner O'Connor there were good and bad combines and good and bad trade agreements. The Commissioners may, however, make declarations based on the evidence submitted as to what may be considered business ethics in connection with the other points.

Will the manufacturer's policy of fixing his resale price from wholesaler to retailer be approved of by the Board?

Under Board's Supervision

At the present time there are not many manufacturers that establish a fixed price on their goods, although many have a suggested price which the trade is supposed to observe. Some of them have contracts which each wholesaler purchasing from them must sign in order to get their goods. This contract allows for a certain discount to the wholesaler, providing he does not cut the price to the retail trade. The impression one secured from hearing the evidence last week is that the manufacturer will be given the right to establish his fixed price, but that all contracts or agreements in connection therewith must first be submitted to the Board of Commerce for approval. An important case has just been decided by the Supreme Court of the United States in connection with the Beech-Nut Company, who have been given this right after a lengthy litigation case. This case will, no doubt, have a bearing upon the situation in Canada.

W. F. O'CONNOR, K.C.,

Board of Commerce Commissioner who, with James Murdock, is hearing the case of the alleged Wholesalers' Combine.

A wholesaler was generally defined as a merchant who took into stock all kinds of grocery products, sold and distributed them to the retail trade. A manufacturers' agent or commission merchant, on the other hand, was one who took into stock a few lines, but sold his goods, or most of them, on a commission or brokerage, and had the goods themselves delivered on a drop shipment basis without handling them. Any manufacturer, of course, has the right to decline to sell to any merchant for any reason he may desire. The point came up on many occasions as to whether an association of wholesale grocers has the right to decline to purchase the goods of a manufacturer who sells to a wholesaler or commission merchant who cuts the prices. And has an organization of retailers the right to decide among themselves to refuse to purchase a manufacturer's line if a department store or chain store cuts the price to a point that eliminates all profit? If these associations are given this right it will be under the supervision again of the Board of Commerce.

If, too, a merchant qualifies as a wholesaler, whether a member of an association or not, and is in position to meet his accounts and gives the wholesaler's service to the retail trade, it will no doubt be declared it is not good business on the part of a manufacturer to decline to sell him, nor will it be business ethics on the part of another wholesaler to object to any manufacturer who puts him on his list — this must, of course, be qualified, providing the manufacturer has the right to fix his resale price and as to whether such a wholesaler is cutting the price to the retail trade.

Chain and Department Stores

The chain store and the department store are similar institutions. This was clearly brought out in the evidence,

the only difference being that the former has a number of stores under separate roofs, whereas the department store has its various departments or stores under one roof; that one does its business on a "carry" basis and the other on a mixed delivery and carry basis.

It would appear, therefore, that the status of one will also define the other. The conclusion would be that if one is considered a retailer, not entitled to jobber's discount, so would the other. Just what declaration the Board of Commerce will make in this connection is problematical, but from general impressions gained it would not be a surprise if they were considered in the same category as the small retail store. The chief objection to this is the ethics of the quantity price.

The chain store, it was pointed out by the president of the Hamilton Retailers' Organization, draws its business from a great many localities, but the profits are centralized and go to one head or to a few. On the other hand, the profits of the various "corner groceries" that would take the place of the chain of stores if the latter were not existing, would be divided among many proprietors and go to the maintenance of many families. From the comment of the Commissioners it would appear their idea is that the corner grocery is an economic necessity and that if it can be eliminated in large centres, it cannot in small places and that the wholesale grocer is therefore a necessity and entitled to some kind of protection in the densely populated cities.

Fixing Prices Alleged

The contention that the retailers' organization in Hamilton was formed to fix prices to the consumer was due to the report in two daily papers prepared by a reporter who attended the meeting. He formed the idea that the purpose of the new organization was to fix prices each week from the retailer to the consumer on grocery products. Merchants who attended the meeting, and particularly the chairman who had been instrumental in organizing it, stated the idea of the retailers was to secure each Monday morning from wholesalers the lowest prices that were given to any retailer in the city, whether a chain store, department store, or otherwise, pass, these around to the various members, so that it would not be necessary for them to pay more for their goods.

MAY ERECT NEW WAREHOUSE.

Kent, Garvin & Co., Ltd., Hamilton, expect shortly to erect a warehouse at the corner of Catharine and King William Streets. This is made necessary by the growing business of the company and their removal from quarters which have been sold to the Pantages Theatre. Mr. Ernest Kent, manager of the company, is still in Europe, but word as to his sailing from a port in Spain is expected shortly. He has had an extended trip through the British Isles, Belgium and France. His partner, Mr. F. A. Garvin, instructed him to leave no trace behind him when he departed and told him he did not want to hear from him for two months. "Mr. Kent is keeping the bargain," he informed HARDWARE AND METAL. The only news Mr. Garvin has had of the buying trip has been through other members of Mr. Kent's family. As with other hardware concerns, this firm is being handicapped through orders not being filled. Nails constitute one of the hardest lines they had had to secure. Preparations are being made for a big year in builders' hardware.

SHORTAGE OF OIL AND TURPENTINE.

A. J. Wright, former president of the Ontario Retail Hardware Merchants' Association, reports a shortage in the markets for oil, turpentine and shellac. The ready-made stock of paint is fairly good and in Hamilton is in big demand already. Mr. Wright looks for a bigger trade in ready-made paints this year, and expressed the opinion to HARDWARE AND METAL that the painter was either losing his grip or the housewife was obliged to do more painting. "The reason for a lot of the trouble," he said, "is that too much dope has been used. There are a lot of substitute oils, turpentine and shellac being used. People are blaming the painter for his poor job."

Anent the high cost of building, Mr. Wright remarked that many foreigners who formerly would want to get a padlock for fifteen cents were now willing to pay $1.75 for one. "Nothing but the best," seems to be their motto, he remarked.

Every hardwareman, whether proprietor or salesman, should every day make a move towards securing a new piece of business. Somewhere in your locality(no matter where you are located, there is business waiting for you—but you have to reach out to get it.

BRITISH VIEW OF NATIONALIZATION

—Whitelaw in "The Passing Show," London.

The Showman — "Hullo! You'd better be careful how you go to work with that saw!"

The Man-Up-the-Tree—"That's all right, mate. I don't care. It ain't my tree!"

Question of Customs Appraisements

Tariff of Canada Against British Goods Practically Eliminated With Sterling at $3.69 in New York—A Question of Great Interest to Importers

EDITOR'S NOTE.—The question of customs appraisements is a subject which has aroused considerable interest of late. This article deals with the effect of the exchange situation on the British preference and the proposal that the value of importations should be changed. The article has appeared as an editorial in *Industrial Canada,* the official publication of the Canadian Manufacturers' Association. We feel sure that many hardware importers will be interested in the various points brought out in the article.

WHEN sterling in New York is at $3.69 the tariff of Canada against British goods is practically eliminated; and only the enormous world demand for the products of United Kingdom factories, under conditions which clearly are temporary, prevents the flooding of our markets with shipments of goods from the United Kingdom. Evidence of this fact is found in the imports from the United Kingdom for January, 1920, which exceeded in value all such importations in any previous month of our history. As sterling falls in New York the conditions are accentuated. And if the value of sterling were determined for duty purposes by the exchange rate, customs duty would be collected on lower values than the fair market value of the goods as sold for "home" consumption in the United Kingdom. This would be contrary to the Customs Act of Canada; but if the concession could be, and were, granted, the loss in customs revenue would be very great. Moreover, it cannot be contended that transactions for "home" consumption in the United Kingdom are appreciated in price to the extent or in correspondence with the depreciated value of sterling in Montreal. This can be realized at once by consideration of our own condition for transactions in general for "home" consumption in Canada are not appreciated in price to the extent or in correspondence with the depreciated value of the Canadian dollar in the United States. The basis of sterling, the franc and the lira, still is gold, and it is to the interests of Canadian importers that there should be a settled basis for the valuation of imported European goods. If the rate of exchange were to be allowed in calculating the value for duty, it is probable that no two importers of the same goods would pay the same amount of customs duties. Thus, there would be all sorts of invidious discriminations.

The action of the Customs Department of Canada in placing the same par valuation on sterling exchange which the United Kingdom attaches thereto in respect to sales for "home" consumption in that country, does not destroy, as some erroneously contend, the effect of the British preferential tariff of Canada. Examples of actual transactions will make this clear With sterling in New York worth $3.69, the Canadian dollar in New York being at a discount of 13½ per cent., the value of the pound sterling in Montreal is $4.18. On this basis the customs duties, and laid-down cost in Canada, on a direct importation from the United Kingdom into Montreal, as compared with a like shipment into the United States and reshipment thence to Canada, would be as follows:

From United Kingdom direct to Montreal—

1,500 lbs. tissue paper, £200; par value, $973.00.		
Duty at 15%, British preferential tariff, on the par value of the pound	$145.95	
Freight and insurance, say	7.00	
Actual cost in Canadian money, with sterling at $4.18	836.00	
		$988.95

From United Kingdom into United States and reshipped thence to Canada—

1,500 lbs. tissue paper, £200; converted at $3.69	$738.00	
United States duty at 30%	221.40	
New York brokerage or commission, say	45.00	
Freight and insurance, say	7.00	
	$1,011.40	
If reshipped to Canada, ex U. S. Customs bond, the general tariff rate would have to be levied on this sum of $1,011.40.		
Canadian duty on $1,011.40 at 25%, plus 7½% war tariff	$328.57	
Dumping duty	151.65	
Freight, New York to Montreal, say	7.00	
Exchange, 13½% on $790.00	106.65	
Laid down cost in Canada		1,383.87
Difference in favor of making direct importation from United Kingdom to Montreal		$394.92

Another Case

From United Kingdom Direct to Montreal—		
1,000 yards woollen cloth at £1 per yard; par, $4,860.00.		
Duty at 30%, British preferential, on the par value of the pound	$1,458.00	
Actual cost in Canadian money, with sterling at $4.18	4,180.00	
Freight, insurance, etc., say	100.00	
		$5,730.00
From United Kingdom into U. S. and reshipped thence into Canada—		
1,000 yards woollen cloth at £1 per yard; converted at $3.69	$3,690.00	
United States duty, 35%	1,291.50	
New York brokerage or commission, say 5%	184.50	
Freight, insurance, etc., to New York	100.00	
Duty paid, fair market value in N. Y.	5,266.00	
If reshipped to Canada, ex U. S. Customs bond, the general tariff rate would have to be levied on the sum of $5,266.00.		
Canadian duty on $5,266.00 at 35%	$1,843.10	
Dumping duty, 15%	779.90	
Exchange, 13½% on $3,974.00	536.51	
Freight, New York to Montreal, say	100.00	
Laid down cost in Canada		7,234.01
Difference in favor of making direct importation from United Kingdom to Montreal		$1,504.01

Another Case

From United Kingdom direct to Montreal—		
20,000 yards unbleached cotton fabric at 1s. per yard, £1,000, or (par) $4,860.00.		
Duty at British preferential rate, 15%	$729.00	
Actual cost in Canadian money with sterling at $4.18	4,180.00	
Freight, insurance, etc., say	100.00	
		$5,009.00

From United Kingdom into U. S. and reshipped thence to Canada—		
20,000 yards unbleached cotton fabric, £1,000; converted at $3.69	$3,690.00	
United States duty at 20%	738.00	
N. Y. brokerage or commission, say 5%	184.50	
Freight, insurance, etc., to New York	100.00	
Duty paid, fair value in New York	$4,712.50	
If reshipped to Canada, ex U. S. Customs bond, the general tariff rate would have to be levied on the sum of $4,712.50	$4,712.50	
Canadian duty at 25% on $4,712.50	1,178.00	
Dumping duty	706.80	
Exchange at 13½%	536.49	
Freight, New York to Montreal, say	100.00	
Laid down cost in Canada		6,495.79
Difference in favor of making direct importation from United Kingdom to Montreal		$1,486.79

The Canadian customs appraisement of importations from the United Kingdom according to par value of sterling cannot be evaded by shipment of such British goods into the United States and reshipment thence into Canada. If any overseas goods are shipped into the United States and subsequently reshipped into Canada, the Canadian customs, under the law as it stands, has to appraise such goods according to the duty paid, open market, usual home selling price for consumption in the United States. Thus, the cost of goods from the United Kingdom, plus carriage, insurance and other charges into the United States, including the United States duty and the profit which would accrue if sales were made in the United States, have all to be added together to arrive at the value for duty of such shipments from the United States into Canada. Also, such importations into the United States have to be entered at the general tariff rate instead of British preferential tariff rate. The result is that British goods cannot be shipped into the United States and reshipped into Canada except at a loss when compared with the laid down cost of like goods shipped direct from the United Kingdom into Canada. The provision in the customs law of Canada referred to in the foregoing is Section 50, as follows:

"The Governor in Council may provide that in the cases and on the conditions to be mentioned in the Order in Council goods bona fide exported to Canada from any country but passing in transitu through another country, shall be valued for duty as if they were imported directly from such first-mentioned country; provided that goods which have been entered for consumption or for warehouse, or which have been permitted to remain unclaimed, or which have been permitted to remain for any purpose, in any country intermediate between the country of export and Canada, shall not be considered as in transitu through such intermediate country, but shall be treated as goods imported from such intermediate country and be valued and rated for duty accordingly."

The regulations founded on this section appear in Customs Memorandum No. 1097-B.

If the depreciation in sterling were to be allowed for customs duty purposes, the same principle would have to apply to importations into Canada from the allied countries and also to importations from late enemy countries. Thus, a change from the present customs requirements, to an allowance for exchange conditions, would promote sales in this country from late enemy countries more than from any other country.

The German mark has a par value in Germany of 23.8 cents, but is worth about one cent in Canadian money. Allowing exchange as outlined would result in an article which sells in Germany for 1,000 marks ($238) being appraised by the Canadian customs at one cent per mark, of $10. A case in point: One grade of German lead pencils were sold for export before the war at 26 marks per gross (equal to $6.18 in Canadian money). Within recent weeks they have been offered at the same price of 26 marks to Canadian merchants. If exchange were allowed, these pencils, if imported now, would have to be appraised by the customs at about 26 cents per gross instead of $6.18; but 26 cents would scarcely buy the graphite used in their manufacture.

On the foregoing principle, goods purchased in Russian rubles should be appraised by the Canadian customs as valueless, because the Russian ruble has no exchange value.

The adoption by Canada, for customs revenue purposes, of this basis for the nominal valuation of goods from late enemy countries, would give to the products of those countries the most advantageous customs tariff privilege for shipment into Canada that could possibly be extended to those countries by their greatest friend and ally. No single act of this country could be more pleasing to Germany than a change in our customs law that would allow importations from Germany and Austria to be appraised to the exchange value of the German mark or the Austrian crown.

Australia absolutely prohibits importations from late enemy countries.

On January 14th, Australia issued a proclamation prohibiting the importation into the Commonwealth of—

(1) Goods manufactured or produced in or brought directly or indirectly from Germany, Austria-Hungary, Turkey or Bulgaria. Goods shall be deemed to have been manufactured or produced in Germany, Austria-Hungary, Turkey or Bulgaria, if more than 5 per cent. of the invoice value thereof has been derived from labor of persons resident in any of those countries, and the onus of proof of the country of manufacture shall be on the importer;

(2) The terms "Austria-Hungary" and "Turkey" mean those countries as existing before the war.

New Zealand likewise prohibits such importations.

The Dominion Government now has no power to prohibit or restrict importations from late enemy countries. To do this there would have to be an Act of Parliament now that the War Measures Act has lapsed. And it is extremely improbable that any such prohibition would be authorized by Parliament.

Importations into European countries from North America are subject to the handicap of prohibitory adverse exchange rates. But an illustration of how these countries still further impede shipments from America appears in a recent order of the French Government. In this order France protects her markets by ruling American currency as being appreciated instead of her own currency being depreciated. Goods costing $1,000 in American money would have a par value of 5,208 francs. But France appraises such an importation at 11,600 francs for duty purposes. This raises the ad valorem tariff rates of France 123 per cent.

The United Kingdom applies the same rule on importations into that country from the United States and Canada.

It is a fact that in none of the European countries has there been appreciation in costs corresponding to the depreciated value of their currency in relation to the American dollar. And if such depreciation were allowed for duty purposes by this country in the appraisement of the currency of the exporting European country, the goods would not pay duty upon their true fair market value as sold for home consumption in the country of export. But the customs law makes the value for duty of importations into Canada the fair market value as sold for home consumption in the country of export.

The exchange provisions appearing in the Customs Act of Canada were designed to meet the conditions in those countries whose currency standard is silver, such as Mexico, India, China, etc., where the value of the currency fluctuates in correspondence with the fluctuation in the price of silver.

When one considers that the depreciation of the currencies in relation to our money is so great as to more than offset the Canadian customs duty on imports it is ridiculous to contend that the customs provisions destroy or attempt to destroy the British preference and the difference in present exchange values.

Building Active During February

Permits to Value of $4,568,074 Issued Last Month—A Large Increase—Total for the Corresponding Month a Year Ago $1,864,597—Building Conditions Unfavorable

Compiled by FINANCIAL POST.

THE opening months of the year give promise of a revival of building activity throughout the Dominion on a scale that has not been attained since before the war. Returns of building permits issued during the month of February indicate that the totals for the previous month have been surpassed and the volume of building for the corresponding month a year ago, has been more than doubled. The total value of permits issued during the last month for the thirty-eight cities of the Dominion reached a total of $4,568,074, as compared with $1,864,597 for February, 1919, and $3,731,267 for the month of January. This may be regarded as a creditable showing in the face of unprecedented difficulties encountered by the building trades. The cost of labor has risen to an excessive degree, and the condition of the market for all forms of building materials shows no sign of improvement The severity of the present winter has also had a tendency to interfere with operations.

The returns of practically all cities show a substantial increase for the month. As usual the twenty-four Eastern cities lead with a total value of $3,388,348 of permits issued, as against a total of $1,179,726 for the fourteen cities in Western Canada. Toronto again leads with a total of $1,462,768, a large increase over the total for the same month a year ago of $676,185. As in January, the city of Windsor was her nearest rival with permits to the value of $492,000. Montreal again fell far behind, although at $386,335 there was a considerable improvement over the total of $151,740 for February, 1919. In the West, Vancouver leads with permits to the value of $298,799, against $65,810 for the same month a year ago. Regina is a close second at $237,250; and Winnipeg has a total of $119,950 against $20,650 a year ago. The severity of the winter in the Prairie Provinces has had a depressing effect on building, and it is expected that genuine activity will develop in the spring. Halifax was one of the few cities whose totals for the month have declined, standing at $182,160 as compared with $250,248 a year ago. Stratford, St. Thomas and St. Catharines also report declines.

The gain for the first two months of the year is $5,274,560, the total standing at $8,299,341, as against $3,024,781 for the previous year. In the early months of 1919 the future outlook was beclouded in uncertainty and as a consequence construction was delayed. This year there are other difficulties, but the condition of the country is reflected in the increased totals reported. The totals will undoubtedly increase as the more favorable months for building approach.

The following are among the permits issued during the past month: Toronto, Baldwin's Limited, factory, $200,000; Adams Limited, store, $300,000; M. Loew Limited, theatre, $275,000; York Township, schoolhouse, $121,000; Brantford, Brantford Roofing Co., $8,000; Hamilton, factory addition for Hamilton Cotton Co., $30,000; and factory addition for Brown, Boggs Co., $30,000; Peterborough, factory of Canadian Aladdin Co., $12,000; Windsor, Allan Theatre, $195,000; Burroughs Adding Machine Co., factory, $200,000; Woodstock, factory for McKinney Lumber Co., $20,000; Winnipeg, church, $50,000; Calgary, new wing to Yale Hotel, $50,000; Edmonton, Carroll Wison Co., $30,000; C. P. R. building, $60,000, and extension to freight sheds, $20,000; Regina, Regina Trading Co., store, $125,000; H. G. Smith & Co., warehouse, $40,000; Vancouver, D. Spencer Limited, store, $100,000; Empress Manufacturing Co., factory, $20,000; Vancouver Knitting Co.; factory, $10,000.

BUILDING PERMITS ISSUED IN FEBRUARY

EASTERN CITIES

	Feb., 1920	Feb., 1919	Change	2 Mos. 1920	2 Mos. 1919	Change
MARITIMES -						
Halifax	$ 182,160	$ 250,248—	68,088	379,025	387,540—	8,515
Sydney	10,210	14,885—	4,675	24,730	29,040—	4,310
QUEBEC—						
Montreal	386,335	151,740+	234,595	613,990	211,894+	402,096
Quebec	160,910	53,630+	107,280	271,560	73,725+	197,835
Westmount	26,000	.....+	26,000	72,000	.....+	72,000
ONTARIO—						
Brantford	16,150	4,275+	11,875	146,620	6,925+	139,695
Chatham	7,500	8,100—	600	15,950	11,900+	4,050
Ft. William	7,400	4,500+	2,850	7,950	5,050+	2,900
Hamilton	218,775	189,965+	28,810	354,225	364,215—	9,990
Kitchener	14,850	2,660+	12,190	21,200	102,260—	81,060
Kingston	1,200	11,312—	10,112	7,855	13,579—	5,724
London	43,525	41,795+	1,730	73,210	59,326+	13,884
Ottawa	57,500	19,500+	38,000	136,200	69,850+	66,350
Peterboro	21,900	21,350+	550	26,850	21,540+	5,310
Pt. Arthur	5,740	322+	5,418	6,970	3,910+	3,060
Stratford	4,040	5,245—	1,205	8,238	5,325+	2,913
St. Catharines	7,445	18,140—	10,695	18,505	35,920—	17,415
St. Thomas	1,410	7,665—	6,255	4,210	10,865—	6,655
Toronto	1,462,768	676,185+	786,583	2,932,098	901,560+	2,030,538
Welland	8,900	14,150—	5,250	10,100	29,405—	19,305
Windsor	492,900	15,850+	477,050	1,128,850	42,400+	1,086,450
Woodstock	26,130	2,750+	23,380	28,630	2,750+	25,880
North Bay	2,000	.....+	2,000	4,000	....+	4,000
York Township	222,600	124,620+	97,980	276,850	169,600+	107,250
Total 24 E. cities	$3,388,348	$1,638,937+	1,749,411	$6,569,816	$2,558,579+	$4,011,237

WESTERN CITIES

MANITOBA—						
Brandon	$ 8,000	$ 4,600+	3,400	$ 9,252	$ 4,600+	$ 4,652
St. Boniface	21,000	1,850+	19,150	21,500	1,850+	19,650
Winnipeg	119,950	20,650+	99,300	206,400	120,050+	86,350
ALBERTA—						
Calgary	105,800	47,500+	58,300	157,800	65,500+	92,300
Edmonton	149,100	3,200+	145,900	151,750	18,050+	133,700
Lethbridge	7,200	1,650+	5,550	16,000	1,600+	14,350
SASKATCHEWAN—						
Moose Jaw	4,950	1,625+	3,325	17,200	2,425+	14,775
Pr. Albert	13,450	2,900+	10,550	17,700	2,900+	14,800
Saskatoon	3,050	6,200—	3,150	33,475	8,120+	25,355
Regina	237,250	42,600+	194,650	249,650	46,700+	202,950
BRITISH COLUMBIA—						
Prince Rupert	36,010	.....+	36,010	56,340	1,800+	54,540
Vancouver	298,799	65,810+	232,989	570,116	144,007+	426,109
Victoria	79,952	10,000+	69,952	117,177	25,975+	91,202
N. Westminster	95,215	17,075+	78,140	105,165	22,575+	82,590
Total 14 W. cities	$1,179,726	$ 225,660+	954,066	$1,729,525	$ 466,202+	$1,263,323
Grd. to. 38 cities	$4,568,074	$1,864,597+	$2,703,477	$8,299,341	$3,024,781+	$5,274,560

The Exchange Situation

Sums of Foreign Money Must be Translated Into Terms That Are Familiar—Process of Clearing

HARDWARE AND METAL has published the views of many business men on the exchange situation, also articles explaining the reasons for the present condition in the money markets. E. E. Agger, of the National City Bank, writing in "The World Markets," deals with the subject with the use of illustration which are slightly different from some used by other writers. Mr. Agger states in part:

"In times of trouble it is necessary, if one is to orient himself properly, to get back to fundamental principles.

"First of all, what is foreign exchange? Regarding the actual material handled in the market, foreign exchange is an obligation made payable in foreign money. Regarding the business as a whole, however, foreign exchange transactions may be defined as a gigantic process of money changing.

"The necessity for this system of money changing grows out of the complexity of our modern business life. While we are all finally interested in what money will buy rather than in money itself, business to-day is conducted in terms of money. The profit that the business man makes and the loss that he must sometimes encounter is, in each case, money profit and money loss. But as between business men in different countries the money that is employed differs. Hence, if residents of different countries are to do business with each other, it becomes necessary not only to transport money from one country to another, but also to translate it from one kind to another. A sum of money expressed in pounds sterling, or francs, or marks is just as much a bit of foreign language to the American as a Greek phrase, and if he wishes really to understand it he has to translate it into terms that are familiar to him and, if he wishes to use it he must ordinarily also have it transformed into the money of his own country. The whole business of foreign exchange is thus a complex bit of machinery, whose function is to translate and to transform different kinds of money of the world entering into all the world's business transactions.

"In the operation of this machinery the normal result is a process of 'clearing.' 'Clearing' constitutes a method of offsetting debts with credits. The method by which this clearing process operates in the field of foreign exchange can be shown with a simple example: A in New York buys from B in London £1,000 worth of merchandise. A goes to his banker, No 1, in New York and buys on No. 1's correspondent in London, whom we will call No. 2, a draft for £1,000 which is remitted to B. Through the sale of this draft No. 1 has reduced his balance £1,000 in London, but has acquired a corresponding amount of dollars in the United States. At the same time C in New York sells to D in London £1,000 worth of, let us say cotton. In collecting his money C will go to his banker, whom we will assume to be No. 1, and asks this banker to buy a draft for £1,000 drawn by C in New York on D, the English importer. The validity of the transaction is attested by shipping documents, etc., which accompany the instrument. Banker No. 1 purchases this draft for dollars, remits it to No. 2 in London, who presents it to D for acceptance or for payment. The result is that by the second transaction, the American banker has paid out dollars, but has acquired sterling, which is added to his London balance. In other words, in the first transaction the American banker received dollars and paid out sterling; in the second transaction he received sterling and paid out dollars. For the English banker the tranactions were exactly the same but in the opposite direction. For both bankers, however, the two transactions offset each other and there is no necessity for the actual shipment of money, either from the United States to England or from England to the United States. Through the instrumentality of the bankers and of their exchange machinery, A's debt to B in London, and D's debt to C in the United States were simply balanced against each other. In other words, the reciprocal obligations were 'cleared.' Looking at the market as a whole, the debts that are to be paid abroad give rise to the demand for foreign exchange, while the credits that are being collected abroad are at the basis of the supply of foreign exchange. If the debits and credits growing out of all the types of business that go on between countries are for any given country exactly the same, its international position is evenly balanced.

"The rate of foreign exchange is nothing but the price at which the exchange of foreign money is executed. This price is a competitive price fixed in the market by demand and by supply, in just the same way that any other price is fixed. The foreign exchange market is not an organized market like the stock exchange, where people definitely come together and bring their offers to buy and offers to sell. It is an unorganized market, but most highly competitive, nevertheless. Through the different banks that operate in it, through brokers and middlemen connected by telephone and telegraph, the offers to buy and the offers to sell are played against each other in the market so neatly, that a fairly uniform price at any given moment tends to prevail throughout the confines of the market. If America has heavy payments to make abroad, the demand for foreign exchange increases and the price or rate of foreign exchange in dollars tends to go up. On the other hand, should foreigners be heavily indebted to business men in the United States, then supply tends to outrun demand, and the price or the rate moves downward."

Demonstration Pulled Business

London Hardware Firm Secured Good Business From Washing Machine Demonstration—Made Good Use of Windows and Show Cards

LONDON, ONT.—A washing machine demonstration put on by J. G. Steele, hardware merchant, for a week has been most satisfactory in every way.

"In addition to several sales," said Mr. Steele to HARDWARE AND METAL, "we have secured a long list of excellent prospects which we plan to follow up closely and there is little doubt that many of them will become buyers."

Had Window Display

In addition to special advertising in the local papers directing attention to the demonstration, Mr. Steele arranged a window display. It consisted of two machines, one in motion and the other beside it stationary. One of the machines was kept in operation throughout the day and until 11 o'clock at nights, although the store closed at 6 in the evening. Incidentally, it is of interest to note that the night window display was the means of arousing considerable interest, as shown through inquiries that were made and which are being followed up.

Used Show Cards

A feature of the window display was the use made of show cards. Half a dozen of these were prepared and were placed at vantage points in the window directing special attention to advantages that are enjoyed by women owning electric washers. Many of the cards showed illustrations of women enjoying a rest or doing other work around the house while the machine took care of the washing. The wording of the cards emphasized this idea and also the fact that the electric washer would positively eliminate the drudgery that has accompanied so many wash days.

Offers Terms, Too

Down in one corner of the window was a neat little card drawing attention to the fact that if terms for payment were desired they could be arranged.

Although the demonstration lasted for a week the public did not lose interest in it and inquiries came in steadily.

"On one afternoon," said Mr. Steele, "we sold two of the machines in addition to securing several prospects."

EDITORIAL COMMENT

THE WORK CURE

F. H. SISSON, vice-president, Guaranty Trust Co., New York, in an address before the Dominion Mortgage and Investments Association, prescribed work as the only cure for the economic ills of all the nations. Production is the big issue at the present, production not only in the fields but in the workshops, in the stores and in all other places.

"Man has lived by the sweat of his brow," said Mr. Sisson, and therein lies the salvation of the world to-day, as it has been the salvation of the world during all the eons since the creation. We discuss, more or less learnedly, the depreciated exchanges and currencies, which unquestionably enter very materially into the present economic problems of the world. But, in the final analysis, money is merely a token of work in some form; yes, to a slight degree, even when it represents nothing more than the product of the printing press. Capital, after all, is only crystallized labor.

Lest my use of the word labor be misconstrued by organized labor to mean manual effort alone, let me clearly define my interpretation. Manual labor, without guidance and inspiration of brains, has never accomplished anything for mankind beyond bare existence. Labor in its biggest and truest sense signifies intellectual activity more than mere physical effort. By the sweat of the brow has a literal, as well as a figurative meaning.

When the world really gets down to work again, we shall soon cure our existing major economic ills. We are all familiar with that eternal verity "labor omnia vincit." The sooner Europe, and especially Latin Europe, recognizes that truth the better it will be for her and all the world.

We are accustomed to attributing insufficient metallic reserve for paper issues as the chief cause for depreciated currencies, and are wont to rest content with that explanation. But, in reality, when we penetrate to bedrock fundamentals, we discover that depreciated currencies represent and are due to under-production of the necessaries of life, to a dearth of work, rather than a dearth of gold. The metallic "cover" for paper currencies is merely the accepted symbol of labor, the token of goods produced.

We talk about the urgent necessity for European Governments to impress heavier taxation. That is only another way of saying that the peoples of European countries must work harder, must produce more. We explain the existing exchange situation between Europe and the United States as due to depreciated currencies abroad and to adverse European trade balances. But trade balances represent the exchange of commodities or services; in brief, of labor in one form or another.

So, when we consider every phase of the international economic situation from a simple, untechnical, fundamental point of view, we come back finally and always to one factor, namely work.

INTERDEPENDENCE

REPORTS come from New York and other American centres that there is anticipation of a financial "crack." People should be careful of repeating this sort of gossip.

Confidence is the cornerstone of business in any country, and the lack of confidence means disaster and blue ruin.

It requires very little courage to sit back and say "Things are going to crack." And once we get a lot of people sitting back and chanting "Things are going to crack" we are in a fair way to realize our worst expectations.

Now, our times are going to be good or bad in proportion to what we put in the markets of the world. If we sit back, as a people, and loaf, we shall reap the harvest of a loafer.

The manufacturing and commercial interests of Canada are to-day good customers. They want a lot of machine tools, supplies, iron and steel, and metals in finished and semi-finished stages. They have the money and are not asking for credit. Their books are in good shape, and as a general thing it is safe to say they are more solvent right now than ever before.

We cannot be blind to the fact that the basis of our real wealth must increasingly continue to be in increased production. Our buying power is welded and banded to our ability as a people to produce new wealth, and the sources from which we can produce new wealth are the land, our streams and lakes, with proper care for restocking, our forests, with a sane and enforced system of replanting, and our manufacturing. With these essentials operating successfully, we can go ahead in the certain knowledge of success, and a reasonable return on investments.

There are some people to-day who seem obsessed with the idea that our national success rests on a tariff

wall "as high as Haman's gallows," to use a popular phase. Against this we have a large class who hold tenaciously that the wiping out of tariffs would be the panacea for our national ailments.

These classes are both wrong. They are wrong because they both take a selfish, extreme and sectional view of the situation. They get a pet hobby and a notion so close to their eyes that they cannot see past to a national outlook.

The people in Canadian cities and towns should make an honest effort to understand the problems of the farmer, and the farmer should try and see what the town and city man has to contend with. When we go forward together we cannot well be stopped. When we spend our time lining up country against city we can be stopped, and that mighty sudden.

DELIVERIES UNCHANGED

ALTHOUGH figures show that the production of steel in its several forms was much higher in February than in January, the dealers and users in Canada state that they can see no change yet. They look upon actual deliveries here as a better indication of output than any figures that may be compiled elsewhere. One result of this state is that the premium operators are having a chance to work to quite an extent. The broker and jobber are doing quite a trade. It is a hard matter to get absolute quotations on several lines, as the price depends upon each individual order and sale. This is especially true regarding sheets, black or galvanized. The general opinion at present appears to be that the air will be cleared within the next couple of months and that the situation will approach more normal levels.

CHANGES IN RETAILING

THE next few years will see many changes in merchandising methods. Chain stores, farmers' buying clubs, etc., are all having their effect on the wholesale and retail trades. With the return of more normal conditions even greater developments will take place. A number of hardware chain store propositions are now under serious consideration in Canada. It is not likely, however, that the hardware trade will be affected by the new development to the same extent as other trades. The hardware trade requires more specialized knowledge than almost any other retail business to-day. You cannot standardize the retail hardware trade in the same way as you can some other line of business. There are going to be sufficient changes in the hardware trade methods, however, to make it necessary for those who wish to survive to keep posted as to what is going on, and to adopt business methods which will meet the requirements of rapidly changing conditions.

CULTIVATE STORE SPIRIT

STORES, in order to achieve maximum results, must have a definite business policy. They cannot be conducted along the line of a hit-or-miss policy. A most important development of following out definite business principles is what many merchants call a "store spirit." It shows itself in increased efficiency, in closer co-operation, and makes for smoother relations in all departments. This store spirit should be cultivated, even while it is being developed. The idea would be instilled into the minds of the clerks that they are a part of the store and that on their work, to a much larger extent than they often realize, hinges the success of the various departments. Many proprietors of the most successful hardware stores hold regular conferences with the men in their employ, and talk over with them each situation that affects the store. Information and ideas that are invaluable are often gained in this way. From the employee's standpoint it gives him an added interest in the welfare of the store and makes him feel that he is a part of a growing institution and responsible for its standards.

THE WINCHESTER PLAN

Continued from page 31

"Signs reading 'The Winchester Store' are appearing on the best retail hardware and sporting-goods stores. This sign will be found to stand for the same sincerity which for half a century has enriched the name Winchester throughout the world."

It will be observed that the advertising lays stress on two things: the economic aim of the Winchester plan and its intention of giving service.

The plan is ambitious and far reaching. To carry it out, an elaborate and highly-developed organization has been formed. In effect, that organization is not unlike that of any army general staff. The president of the company is general manager or commander-in-chief. Under him he has a staff of fifteen heads of departments who report to him direct. The courses of all have been carefully chartered, and the work of the selling and production forces has been carefully co-ordinated so that all will "toe the line" together. Their accomplishments will be watched with interest by the entire business world.

EVENTS IN THE TRADE

Business Changes

Georgetown, Ont. — W. C. Anthony, hardware, is selling out.

Inwood, Ont.—Vance & Brown, who have been in business here for twelve years, have sold out to Johnston & Ttkin.

Geo. Cornwall & Son, of Oakville, Ont., have sold their hardware business to Jno. H. Lee of Stoney Creek, Ont.

Geo. Peacock, of Mimico Beach, Ont., has sold his hardware business to W. H. Rumball of Victoria Harbor.

Walkerville, Ont.—E. Edelmann & Co., Chicago, manufacturer of tools, auto accessories, etc., are opening a Canadian factory in Walkerville, Ont.

Hamilton, Ont.—W. D. Shambrook, who, as announced in a previous issue of HARDWARE AND METAL, resigned from E. T. Wright & Co., has formed a company under the name of W. D. Shambrook & Co., and will manufacture a line of aluminum kitchen utensils. The company expects to be producing some lines by May 1, and steadily add new numbers until a full range of aluminum household ware is manufactured. The factory will be located at Hamilton.

Obituary

Smiths Falls, Ont.—The death occurred here of W. H. Frost, president Smiths Falls Malleable Castings Co.

William B. Gordon, accountant of the Carter White Lead Company of Canada, Limited, for several years, passed away at his home in Montreal this week. The late Mr. Gordon was a brother of J. H. Gordon, sec.-treasurer of the Sherwin-Williams Company of Canada, Limited, and to whom the sympathy of the trade will be extended.

Personals

A. Hagerman, hadrware merchant of Zephyr, Ont., was in Toronto this week on business.

S. E. Jeffery, hardware merchant, of Teeswater, Ont., made a business trip to Hamilton and Toronto this week.

Mr. Smith, of the hardware firm of Smith and Schafer, Bolton, Ont., made a business trip to Toronto this week.

Chas. R. Bailes, of Jno. Bailes and Son, Oshawa, Ont., hardware merchants, was in Toronto this week on business.

Jos. Taylor, of Jos. Taylor and Sons of Toronto, Ont., has returned after completing an extended business trip to Europe. Mr. Taylor visited England, Ireland and Belgium, and reports great business activities in all lines.

Trade Notes

Montreal, Que.—Pinette & Jarry, hardware, have registered.

Sarnia, Ont.—The National Engineering Company, which has been organized here, will manufacture many lines in which hardware merchants are interested, including oil burners, air pumps for automobiles, and various sundries. The officers of the new firm are: President, J. W. Lawrence; vice-president, Willis A. Swan; secretary-treasurer, J. E. B. Phelps; sales manager, B. M. Phelps; directors, J. W. Lawrence, Willis A. Swan, J. E. B. Phelps, A. D. McKenzie and Fred Chambers.

Montreal News

Gordon C. Seybold, of Starke-Seybold, Ltd., went to Toronto on Tuesday of this week.

Royal Cluxton, manager the Canada Paint Co., Ltd., was a Toronto visitor last week.

Colonel Robert Starke, of Starke-Seybold, Ltd., is spending a few weeks at Atlantic City.

Walter B. Ramsay, president A. Ramsay and Son Co., was a visitor this week to Ottawa.

Robert M. Cruise, representing Corbin Cabinet Lock Company, was a Montreal visitor during the week.

W. H. Newton, manufacturing sales manager the Canada Paint Co., Ltd., was in Toronto during the week.

W. G. Harris, Jr., of the Canada Metal Company, Ltd., Toronto, was this week a visitor to the Montreal office.

S. M. Ward, trade sales manager of the Canada Paint Company, Ltd., has returned from an extended trip to outside points.

R. S. Kendall, of the sales staff of McArthur, Irwin, Ltd., is away to the Pacific coast, and will be absent in Western points for some time.

NEW HEAD OF DOMINION STEEL

Roy Mitchell Colvin, who has been elected president of the Dominion Steel Corporation in succession to Mark Workman, has made rapid strides in the industrial world during the past few years. Born at St. Clair, Michigan, January 21, 1880, he entered the service of the Western Transit Company at Duluth, with whom he was during the years 1896-97. He then became general manager of the Great Lakes & St. Lawrence Transportation Co. and Standard Steamship Co., occupying these positions till 1910. He next became president of the Standard Shipping Co. of Winnipeg, the Duluth Shipping Co., and the Central Shipping Co. of Chicago. He later became president of the Montreal Transportation Co., Ltd., Montreal; vice-president and managing director Halifax Shipyards, Ltd.; vice-president Collingwood Shipping Co., Ltd.; president Reid Towing & Wrecking Co., Ltd., Sarnia, Ont., as well as occupying many other responsible positions. He has been intimately associated with transportation work, and worked in close contact with Mr. J. W. Norcross, of the Canada Steamship Lines. He was appointed a director of the Dominion Steel last year.

MOVES TO NEW STORE

St. Marys, Ont.—J. M. Adam, who a few months ago purchased the Maxwell warerooms, has had the same remodelled and is moving his hardware stock over this week. A new metal front was installed, also up-to-date shelving and equipment. Mr. Adam sold his present store to the Royal Bank of Canada, who get possession April 1.

STERLING TWINE COMPANY

Walkerton, Ont. — A new company formed in Walkerton, with a capital of $100,000, have purchased a binder twine factory and have ordered machinery for same, which will be in operation in early summer. It is expected about fifty hands will be employed.

NORTHERN ALUMINUM COMPANY TO EXPAND

Toronto, Ont.—The Northern Aluminum Company, Toronto, is proposing to plan so as to turn out all lines for the Canadian trade in this country. This will mean the addition of some forty lines to the Canadian output and although this does not cover all now brought in from the United States, it is proposed to eliminate the others altogether.

BARRETT COMPANY'S FIRE WAS NOT SERIOUS ONE

The Barrett Company, who suffered loss by fire on March 18, state that the reports of the fire were greatly exaggerated, and that only one department was affected. The roofing, building paper and road material departments were undamaged and operations were uninterrupted.

CHANGE OF ADDRESS

Toronto, Ont.—Associated British Industries of Canada, Limited, have moved to new warehouse and offices at 149 Victoria Street, Toronto.

News From St. John

St. John, N. B.—Fifty-two years in the service of one firm was the record of John W. Jamieson, whose death occurred here after a brief illness. He was born in Brooklyn, N. Y., and came to St. John when a boy. He entered the employ of T. McAvity & Sons, Limited, hardware merchants and manufacturers, and remained with them ever since, being superintendent of one of their plants at the time of his death. He was well known about St. John and very highly respected. Two sons, Clifford and John L. Jamieson, survive, with two daughters, Mrs. James Brown and Mrs. Olive Coffey, all of this city.

It looks as though St. John would have an early-closing by-law effective this year. Delegations from the Retail Merchants' Association and the St. John Clerks' Association recently went before the city council and expressed themselves in favor of the idea of closing five nights a week at 6 o'clock and on Saturdays at 1 o'clock, with 10 o'clock closing on Friday nights and evenings of holidays, during four months of summer—June, July, August and September. The only objection was raised by a few of the smaller storekeepers.

EXTENSION OF WORK OF THE SASKATCHEWAN BRANCH, R. M. A.

Formation of an Implement and Automobile Section

The work of the Saskatchewan branch of the R. M. A. has now been very considerably extended by the addition of an implement section at the Provincial office, Saskatoon. This section, which has been formed specially to look after the interests of the implement and automobile dealers in the Province, is in charge of Harry Pizzey, who has had wide experience in the implement trade and is also an experienced accountant.

DOMINION INCORPORATIONS

Page-Hersey Export Company, Limited. Incorporators: Leo William Goetz, solicitor; John Sutherland, the younger; and James Sutherland, insurance agents; and others — all of Guelph. Capital $100,000, divided into 1,000 shares of $100 each. Chief place of business, Toronto.

Sherbrooke Iron Works, Limited. Incorporators: John Perley Wells, Charles Dickinson White, William Cahill Tracy, and others — all of Sherbrooke. Capital $100,000, divided into 1,000 shares of $100 each. Chief place of business, Sherbrooke.

The Sterling Twine Company, Limited. Incorporators: Duncan McKerracher, farmer; Reuben E. Truax, manufacturer; and others — all of Walkerton. Capital $100,000, divided into 1,000 shares of $100 each. Chief place of business, Walkerton.

The Enterprise Foundry Company, Limited. Incorporators: William Shives Fisher and Robert Burnette Emerson, merchants, St. John; and others. Capital $400,000, divided into 4,000 shares of $100 each. Chief place of business, Sackville, N. B.

Northern Explosives, Limited. Incorporators: George Herbert Sadgewick, James Aitchison, John W. Pickup, Robt. Elmer Fennell, Collamer Chipman Calvin, Robert Spelman Robertson, and Alexander Fasken, barristers-at-law; and others—all of Toronto. Capital $1,500,000, divided into 15,000 shares of $100 each. Chief place of business, Rigaud, Que.

MONTREAL RETAIL HARDWARE MEN TO GIVE DATA TO COMMERCE BOARD

At its meeting held in the Dandurand Building on March 10, the Montreal Hardware Section of the Retail Merchants' Association met, and considered the matter of complying with the order of the Board of Commerce regarding the return of price information on various lines of goods.

The secretary, L. J. Marchand, read the two orders which had been issued, and outlined what was apparently wanted by the Board. This, from the last memorandum sent out, seemed to clear up the vagueness of the first order, and with which few seemed willing to comply because of its indefiniteness.

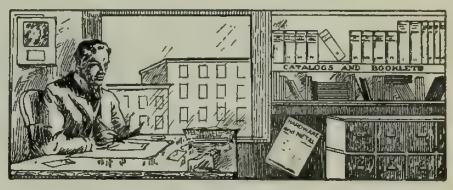
Through the invitation of the president, E. Sauve, A. H. Illsey, Montreal editor of HARDWARE AND METAL was asked to express any views he might have on the subject, and his remarks were directed to the action which had been taken by various hardware associations in other parts of Canada, in addition to a few words regarding the method of procedure. Calgary, the speaker stated, had decided to go ahead with supplying the desired data, and other points, while not reporting definitely, would probably fall in line. It was pointed out that to fall in line with this order would be the right course, and reference was made to the fact that individual discretion was necessary, under the circumstances, in making up a report for the Board of Commerce. That is to say, various articles of hardware would have to be grouped ,in many cases, and prices given on a line of goods. Butts, hinges, door sets, etc., would have to be reported on a list and discount basis, and the net cost to the dealer with regular overhead added, would necessarily have to be submitted.

Some discussion followed, with the result that all members present agreed to the principle of meeting, as far as is possible, and to any reasonable extent, with the demands of the Board.

An Exception Taken

Strong exception was taken, however, to the manner of supplying the trade with the memoranda regarding such orders. Reports stated that the Canada "Gazette" had carried mention of this order for the required period to make it of sufficient legal import. This, however, was considered unfair, in that few members of the hardware trade receive such a paper, and therefore would not read the order.

In accordance with this objection, on which a decidedly strong stand was taken, it was further argued that such information as might be sent to the trade in Quebec should be printed in French. This objection and observation took the form of a motion, made by Mr. Lambert, and the Board of Commerce will be memorialized on this point.



B. GREENING WIRE CO., LTD.

Catalogue No. 32 issued by the B. Greening Wire Co., Ltd., of Hamilton, Ont., contains 123 pages in which are listed the various lines of wire goods manufactured by the firm. The catalogue is printed on glazed paper and is most attractively and profusely illustrated. Readers of HARDWARE AND METAL who desire copies of the catalogue may obtain same upon request.

HYSLOP BROS., LTD.

Hyslop Brothers, Limited, Shuter and Victoria streets, Toronto, have issued catalogue No. 32, wholesale only, of bicycles and accessories. The catalogue contains eighty-eight pages, and is attractively and profusely illustrated. Readers of HARDWARE AND METAL who desire copies may obtain same upon request.

PLYMOUTH ROPE AND CORDAGE GENERAL CATALOGUE

Plymouth Cordage Company, Plymouth, Mass., and Welland, Canada, has issued an exceptionally attractive and practical 94-page catalogue featuring Manila, sisal and hemp cordage products made by the Plymouth Cordage Company. The catalogue is splendidly illustrated, and contains a great many cordage definitions, information regarding fibres and prices, and a vast amount of real practical information for all those interested in buying or selling cordage products. The uses and care of rope is also covered in the catalogue, and users and uses of cordage, with reference to products recommended for each, form a most interesting and instructive part of the catalogue. Copies will be forwarded to the hardware trade upon request.

BOECKH CO., LIMITED.

The Boeckh Company, Ltd., Toronto, have just issued to the trade a handsome catalogue, in colors, covering all lines manufactured by them. This book is very complete in detail,, giving the widths, lengths, ,etc.,, of all painters' brushes, and is a valuable reference book for all dealers who handle this line. Readers of HARDWARE AND METAL who desire copies may obtain same upon request.

THE CLERKS DEPARTMENT

His Novel Rules for Reaching the Top

"Forget About Yourself, Your Prospects, Your Salary"—Leader of 210,000

By B. C. FORBES
Reprinted from Forbes Magazine

A YOUNG man, a very young man, was made manager of a branch plant in New York. The president went off to Europe, and delays and hitches began to be experienced in receiving supplies from headquarters, in Chicago. Without any authority whatsoever the young branch manager jumped on a train, hurried to the factory, investigated conditions, and immediately got busy straightening out various tangles. In a comparatively short time he had the whole plant working more efficiently than ever before.

When the veteran president returned he was impressed by the improvements that had been effected in the operation of the plant, by the better team work in evidence, and by the unprecedented smoothness with which the goods flowed from the factory.

He did the only thing that any sensible chief executive would do under such circumstances: at the first opportunity he took the young man to headquarters and made him his chief lieutenant.

That young man was Harry B. Thayer, then of the Western Electric Company, who recently was made president of the American Telephone & Telegraph Company, probably the second largest industrial corporation in America, with its billion of assets, its 210,000 employees and its 120,000 stockholders, a company that does more telephone business than all the other telephone companies in the world combined.

Reputation for Cracking Hard Nuts

When I asked Theodore N. Vail why he selected Mr. Thayer to succeed him in the presidency, he replied: "When I returned to the telephone company thirteen years ago and began to try to unravel some of the complications which had arisen I found everyone suggesting, whenever a particularly hard nut came up to crack, that Harry Thayer should be given a whack at it. I soon discovered that this confidence in Thayer had been earned by his record. No matter what problem was put up to him he found some way of solving it. Naturally, my interest was aroused in such a man and I have watched him and worked with him ever since. He can get things done better than anyone I have ever associated with. And, after all, isn't this the highest tribute that any man in any organization can win?

"It would be interesting to cite one concrete example of how Mr. Thayer grappled with and overcame some particularly notable difficulty," I suggested.

"He has never done anything but difficult things," replied Mr. Vail with a smile, "so that I couldn't mention any one special thing."

My next move was, logically, to ask Mr. Thayer himself how he goes about evolving solutions for baffling problems.

"I never do any of the solving myself," he modestly replied. "My policy simply has been to find the right man to tackle each difficulty or problem as it came along and set him to working out a solution. Sometimes when a man has told me a thing couldn't be done I just told him it had to be done.

"For example, in making a Pupin coil they used to take an iron core and then wind insulated wire all round it, taking a bobbin and winding it by hand. Foreseeing the enormous growth that would develop in the demand for these coils, I told off a skilful fellow to devise a means of doing the winding by machinery. He at once replied that the suggestion was fine, only it was impossible. I kept him at it, however."

"What happened?" I asked as Mr. Thayer signified that that ended the story.

"Oh, he found a way to do it by machine, of course."

This president of one of America's very few billion-dollar corporations has some ideas about attaining "success" which do not follow platitudinous lines. He doesn't advise young men, or any other men, to be constantly on the alert for opportunity to improve their position or secure an increase in salary. He hasn't even a word to say about the tremendous importance of saving every penny possible. What he says is this:

"Don't think of yourself at all. Don't waste an hour of your time scheming or planning to get promotion. Don't worry about how big an increase in your salary you can contrive to get—don't let your mind dwell on money at all if you can help it. Throw yourself, body, soul and spirit, into whatever you are doing. Become so interested and so engrossed in your tasks that you have neither time nor inclination to think about yourself or your prospects or the possibility of a 'raise.'

"Don't imagine for one moment that your superiors don't know what you are doing or how valuable an employee you are. Some fellows have the impression that if they are in a very large organization their work is buried and that none of the bosses has a chance to know just what they are accomplishing. The truth is that in every organization, no matter how large or how small, someone is taking notice of any employee who shows special ability.

"Take the Western Electric Company, of which I formerly was president. Every year we engaged a number of college graduates. They were put through a general course of training. Long before their period of training was up the head of the engineering department or the sales manager or some other department head would come and say, 'I want So-and-So into my department.' Whether an employee is a college graduate or not he can make his work count so much that someone higher up will want to get hold of him to take on responsibilities and shoulder some of the burdens. That is just the type of worker that every executive, every superintendent, every department head is constantly on the lookout for.

"Therefore, I would say to every person anxious to get on in the world, 'Forget yourself in your work. Lay yourself out to do everything possible for your employer, and your employer in time will find that it will pay him to do everything possible for you. If he sees, however, that you are more concerned about your own interests than about his, that you are fussy about getting credit for every little or big thing you do, then you are apt to be passed by when a responsible job has to be filled.'"

Never Worried About Salary

Recently Samuel M. Vauclain, president of the Baldwin Locomotive Works, confessed that he could rarely tell what his salary was; there were so many

things that he was interested in doing that he had no time to bother about his personal bank account. Mr. Thayer is like that. He was always like that. At the end of his first week with the Western Electric Company, when he was asked if he knew what his salary was to be, he had to reply that he did not; that he hadn't inquired. His experience was somewhat similar to that of Harvey D. Gibson when he became assistant to Seward Prosser when the latter took the presidency of the Liberty National Bank of New York. Mr. Gibson had formerly earned large salaries and later had a very profitable business of his own. The matter of salary was never mentioned to him, and when he received his first month's check he laughed out loud—it was so infinitesimally small. What young Thayer found in his weekly envelope was one lone $10 bill. He had to keep himself, and he felt obligated to repay as promptly as possible the money lent him by his father to pay his fare to Chicago.

He carried his lunch to the office every day, and did not once go to the theatre in his first year with the Western Electric Company. "I recall," says Mr. Thayer, "that the only way I could get a summer suit was by selling my winter one and adding a few dollars."

And at that he was a banker's son and a college graduate accustomed to living in considerably better style than he could afford on his $10 a week.

What qualities have enabled Mr. Thayer to rise from office boy to the presidency of an army of workers larger than the total army maintained by the United States before the war? First, let Mr. Vail describe the personality and ability of Mr. Thayer:

"Mr. Thayer is very quiet, persistent and aggressive—but not disagreeably aggressive. Once he starts a thing he never gives up. He is one of the best organizers I have ever known in my whole life. He is one of the very biggest executives in the industrial or utility world. He is cool, clear-headed, very direct, not effusive. He has an extraordinary faculty for concentrating on whatever he has on hand. He concentrates on his work and concentrates equally on his play. His week is devoted to the hardest kind of work, and then on Friday night he usually goes to his place in the country and relaxes until Monday morning. This country place is, by the way, one of the most charming to be found anywhere; it is the only place around New York that I would give a snap of my fingers for.

"Mr. Thayer is one of the best illustrations of doing everything the best way it is possible to do it, whether the thing be large or small. He is thorough and thoroughgoing in everything he undertakes. Whenever you want a new or novel or difficult thing done your mind instantly turns to him. He has never been a stickler as to whether the job came under his bailiwick or not. He has always been sensible enough and big enough to realize that, although he might be doing extra work that didn't yield him any additional pay, he was fitting himself for duties and responsibilities that would ultimately bring both greater compensation and greater reputation.

"He is very reserved, very bashful and shrinks from publicity; yet is most companionable, a very good friend and a very enjoyable associate."

Harry Bates Thayer got this bit of sound advice from his father on leaving his home at Northfield, Vermont, to attend Dartmouth College: "I don't care about your becoming a class leader, but I do want you to have a respectable standing."

Coming of Mayflower ancestors, hardy people who had settled on the borders of Massachusetts Bay, and having parents (James Carey Barrel Thayer and Martha Jane Pratt), both of Vermont stock, the lad attended school in his native place, and although he went to college and graduated he had no ambition to enter any of the professions; he wanted to get into business. His father was a savings bank treasurer and sought to keep him at home in the bank. The youth, however, craved a broader sphere, and a friend of the family, a railroad manager, got him a place on the railroad at Bellows Falls, Vermont, the parental idea again being to keep him from migrating into the wider world.

But office work in a small Vermont place offered little opportunity for development or advancement, and young Thayer got into touch with a Vermonter who had made his mark in Chicago, with the result that he was offered, and gladly accepted, a beginner's job in the office of the Western Electric Company, manufacturers of apparatus for the Bell Telephone people. The fact that he was a college graduate was regarded as a handicap rather than as an advantage, the popular notion in those days being that any fellow who went to college and did not come out a professional man had something lacking.

His first work was making out shipping tickets and indexing copy books. A little later he was promoted to making out bills. Even thus early Thayer demonstrated that he was using his head as well as his hands

"We were always getting questions," he recalls reminiscently, "whether we had this or that in stock. This often necessitated journeys of discovery in the stock room, involving climbing over and tumbling over barrels and boxes, climbing up to find out the contents of shelves, etc. It struck me that it would be a good plan to have a book showing at a glance exactly how many articles of all different kinds we had in stock. As soon as I mentioned the idea I was told that I could go ahead and get up such a book."

This little stroke of initiative did not go unnoticed by the boss, Enos M. Barton, the founder and president of the company. The manager in Chicago having been sent to New York, the president took young Thayer into his office and began to unload some of his duties upon the willing, alert youth. His duties, as called for in the bond, were purely clerical; but Thayer did not confine himself to the office, did not restrict his activities to conducting the correspondence and other collar-and-cuff work. He sought frequent occasion to get into the factory and learn all about the making of the goods he was writing about. He applied himself so diligently and developed such an aptitude that by and by he knew as much about the running of the works as he did about the running of the office.

Much to his surprise, Mr. Barton told him one day to get ready to go to New York as manager of the branch there. This at the age of twenty-five. Among the 200 employees in New York were many twice his age.

Asked to account for so rapid and so important promotion, Mr. Thayer merely replied: "I always had had a feeling that if I did everything I could to learn about all the ramifications of the business, whether or not they had to do with my particular job, sooner or later the management might find me useful. It so happened that when changes had to be made I knew something about the work of those ahead of me, and I was thus regarded as being on the eligible list."

Accustomed though he was to looking ahead, Mr. Thayer did not at once realize the magnitude of the opportunity opened up by his transfer to New York. At that time there were not 50,000 telephone stations in the United States. The Western Electric was manufacturing the apparatus of the Bell companies, with which it became affiliated, and, of course, the East was the principal field for the telephone industry. In a comparatively short time Mr. Thayer's branch was selling more than the Chicago house. His managerial duties included selling, corresponding and oversight of the manufacturing operations. The manufacturing end, with its many knotty and novel problems constantly arising as the telephonic art progressed, fascinated him, and whenever a change occurred in the running of this end of the business the wideawake young manager assured the president that he could take on the additional duties. He was soon spending half his day seeing customers and prospects and the other half in the shop.

This clear-cut picture of how Mr. Thayer handled his job once he had built the business up to very large proportions is presented by Rear-Admiral Bradley A. Fiske, in his book, "From Midshipman to Rear-Admiral":

"The manager of the Western Electric Company's branch in New York at this time was Mr. H. B. Thayer, a man somewhat younger than I, for whose character and ability I had come gradually to have a deep respect. One day when I was talking with him he enunciated a principle that I have always remember-

ed, and that has guided me ever since. I had said:

" 'Mr. Thayer, you're quite a young man, and you're the manager of a great organization in New York, which is getting larger every day, and yet you never seem to have anything to do. I have often wondered how you manage it.'

"Mr. Thayer flushed a little, for he was a modest man, and said:

" 'Why, Mr. Fiske, I don't have very much to do really. It's the other men who do the work.'

" 'That's all right, Mr. Thayer," I answered, 'and I appreciate your modesty and all that; but would you mind telling me how you do it? I'm talking seriously, because this work is like navy work in some ways, and I think you could tell me something that could help me in my profession.'

"Mr. Thayer hesitated for a few minutes, and then said:

" 'Well, I'll tell you. I try to keep away from the details of the work and from other men's jobs, and to keep my attention on the main points, on my own particular job. I have the whole establishment divided into departments, and each head of department is expected to run his own department himself, and not come to me unless he gets into trouble. I've tried to arrange everything so that the establishment will run itself whether I am here or not. Then I am free to do what I think is my work, which is to look ahead and see what's going to happen, and prepare to do the proper thing in time. I think the worst thing in the world for a man to do is to get into a hurry. My observation shows me that if a man does a thing in a hurry the chances are a hundred to one that he won't do it well.'

"In thinking this over, I compared it with what Captain Taylor had said about foresight and what Mr. Morgenthau said about one good idea being better than a year of hard work, and I said to myself:

" 'Now the first thing to do is to look ahead; the second is to try to get good ideas; and the third thing is to arrange your work in such a way that when you have to do anything you will not have to do it in a hurry.'

"These three remarks have been the ones that seem to me the wisest in point of mere worldly wisdom of any that have ever been made to me."

The Western Electric Company, which Mr. Thayer was thus building up so soundly and rapidly, was founded before the telephone was invented. Indeed, it was the country's largest manufactnrer of things electrical before Bell exhibited his "talking toy" at the Centennial Exposition at Philadelphia in 1876. Not only had it furnished supplies for the telegraph companies, but it had very early begun to open up a modest export business. When Mr. Thayer took hold in New York he found that his company was bound by contract to sell telephone apparatus only to the Bell companies, but that the Bell companies were free to buy from anybody they chose. He accordingly directed his attention to cultivate intimate relations with the Bell people, and his ability not merely to furnish the things ordered, but to make suggestions to them for improvements greatly strengthenhed the relations and increased the business. From 200, the New York force first reached the 1,000 mark and then more, passing the parent plant.

In 1902 Mr. Thayer was promoted to the position of vice-president, succeeding, it is interesting to remark in passing, the Vermonter who had given him his first start in Chicago. A few years later he assumed the duties of general manager and when, in 1908, President Barton retired there was only one man considered for the presidency.

Meanwhile Mr. Vail, who had left the Bell Telephone in 1897, after having been the main factor in setting it on its feet, was again commandeered by the directors on finding themselves beset with difficulties in the panic year of 1907. It did not take this clear-eyed veteran long to size up who was who; in 1909 Mr. Vail annexed Mr. Thayer as vice-president of the American Telephone & Telegraph Company. As already told, Mr. Vail found that he could turn to Thayer with perfect confidence every time any engineering, mechanical, manufacturing or commercial kink needed straightening out. But when the Clayton act was passed in 1915, decreeing that no officer or any carrier could be an officer or interested in any supply company, it was decided that Mr. Thayer could render the most valuable services in the manufacturing end of the business; so he again took up the presidency of Western Electric.

Here Thayer again made history. Today the company has factories and branches in every important country throughout the world. Although very closely connected with the telephone, as it has always been, Western Electric has built up a gigantic business in all kinds of electric supplies both at home and abroad. Indeed, its sales to other companies and to the public now at least equal the business done with the Bell Telephone companies. Western Electric's apparatus has become standard all over the earth. Its sales last year exceeded $135,000,000.

It was inevitable that a man of Thayer's calibre should be enlisted by the Government for important duties when the war spread to this country. As is now a matter of history, things did not go at all well in carrying out America's aircraft program. Therefore, Mr. Thayer, in 1918, was summoned to join the Aircraft Board, where his unmatched technical skill, his capacity for organization, and his faculty for overcoming difficulties proved of incalculable value.

The demands upon the country's telephone capacity having become unprecedentedly acute, Mr. Vail again turned to the dependable Thayer and asked him if he would not rejoin the force. Mr. Thayer's reply was: "Mr. Vail, I do not think there is anything you could ask me to do that I would not gladly do." As soon as he could make the necessary readjustments Mr. Vail (last summer) nominated Mr. Thayer as his successor in the presidency, Mr. Vail becoming chairman of the board.

A man who has been associated more closely with Mr. Thayer than has any other man int he telephone or electrical business, when asked, for the purpose of this article: "How do you account for Mr. Thayer's phenomenal success? Seen at close range and under all conditions, what sort of a man is he?" replied:

Why He Succeeded

"Harry Thayer is a thorough gentleman. He is a typical Yankee. His characteristics that strike you most are, first, a sense of justice that does not hesitate to do the disagreeable thing when convinced that it is necessary to do it. But he tempers everything with a very kindly, lovable attitude towards people and towards things. He never worries. He never thinks of himself. Of all the business men I know he is the most unselfish.

"He is always looking forward. He is ambitious—but in a way that is different from most business men. He is ambitious to advance the company's not his own, interests.

"He is an indefatigable worker. Though he works only 8 hours a day he works all of the 8 hours—rapidly, steadily, easily, like a smooth-running motor. When he started out he had rather better capabilities than the average, yet he was by no means brilliant. But he has always done a lot of thinking; he has always been working. He once remarked to me that the only way to do when your work becomes unusually heavy is to 'mow it away as fast as it comes.'

"He has a certain inflexible purpose, yet it is combined with perfect approachableness. There is nothing distant or frosty about him. He has a great deal of Yankee ingenuity and resourcefulness in his way of working. He will take up a problem that seemed to have no answer, but after studying it he has a knack of thinking up some ingenious turn that works out the answer. He is a first-class engineer.

"His modesty is one of his most marked traits. He never says that he did so and so, but 'this group of men' or 'that group of men' did so and so. He feels justified in saying this because, literally, he hasn't done the thing—but he has made vital suggestions here and there. His method always is to suggest, inspire, and get other people to do things—and then give them credit. Whenever a picture of a group is taken he is always in the background.

Unique Country Home.

"Mr. Thayer is not a rich man. He has never cared for money. He has never tried to be rich.

"His principal hobby for the past 15 years has been his place at New Canaan, Conn. Starting in a very simple way,

Continued on page 58

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ADVANCED prices continue to affect the hardware markets and many revisions have again been made. The difficulty of securing goods continues to be one of the chief problems of those in the trade. Especially is this true of wire, iron and steel products. The exchange situation continues to be a factor for higher prices.

Gasoline is one of the features of the week, having advanced 2 cents per gallon. Coal oil is also higher. Lead pipe, waste, traps and bends, glaziers' points, door checks, furniture polish, automatic drills and screw drivers, cabinet locks, horse clippers, hand and breast drills, cup grease, knife handle wrenches, rubber cement, grass seeders, melting ladles, rat and mouse traps, shaft splices, post hole diggers, handles and fittings are all revised upwards.

Business is daily improving and the opening up of spring is creating heavy demands for seasonable goods. The majority have received their booked requirements and sorting orders are being placed for fair-sized replacements.

Collections are coming in good time and many are looking forward to a large spring turnover, providing the goods come forward in sufficient quantities.

MONTREAL MARKETS

MONTREAL, March 25—The hardware trade is enjoying a steadily active business and few complaints are made, excepting in the matter of deliveries from the producer. The movement of staple lines is active, while specialties are moving out well. Many changes are made this week, nearly all of them advances.

Liquid Veneer furniture polishes are marked higher. Rat and mouse traps are also advanced and many of the lines are scarce. Shaft splices are higher. Fruit jars are scarce and these may not be obtainable before July 1st, after initial orders are filled, some of the jobbers assert. Harvest tool lists have been completely changed and the new discounts are 50 per cent. and 10 per cent. Netting staples are higher in price with higher differentials for smaller than 100-lb. lots. Chisel discounts are revised upward, as will be elsewhere noted. EverReady safety razors are marked higher. Stillson wrenches are now selling on a discount of 40 per cent. and knife handle W. & B. at 15 per cent. discount. Post hole diggers, Eureka, are quoted at $27 per dozen. Warren scales are quoted at 20 per cent. discount. Glass wash boards are advanced 50c per doz. to $7.50. Hay, manure and other fork handles are marked higher. Scythes, hay knives and reaping hooks are all advanced in price. Impervious sheathing is higher. Dominion fencing prices have been withdrawn. Fittings are higher and pipe may be advanced. Old material is somewhat weaker in the undertone and there is but a limited movement. Lead pipe and sheet lead, solder, etc., are higher. Tin is easier in London, but spot stocks here being low, the basis is held. Aluminum ingots are scarce and high. Sheets, too, are hard to obtain and high in price.

Furniture Polish Has Been Advanced

Montreal.

POLISHES.—Advanced prices are effective for liquid veneer. The present prices to the trade on these are as follows: Four oz., per doz., $2.40; 12 oz., $4.80; quarts, $10; half gallons, each, $1.34; and gallons, $2.34.

Rat and Mouse Traps Higher

Montreal.

TRAPS.—Various makes of mouse and rat traps are marked higher. These are not obtainable, frequently, in a wide variety, and no complete schedule of prices, therefore, is possible. "Victor" are priced at 42c per doz.; five-hole tin at $2.50; "Official" rat, $2.00.

Shaft Splices Are Marked to $4.50 Doz.

Montreal.

SHAFT SPLICES.—Prices have again been marked higher on shaft splices. Being made of material which is in a constantly rising market, they may continue to advance. Buggy shaft splices are now selling at $4.50 per dozen.

Scarcity Fruit Jars Will Retard Delivery

Montreal.

FRUIT JARS.—The demands of the early season for fruit jars will have to be met out of supplies which the jobbing trade has secured already, is the report in jobbing circles. Orders, HARDWARE AND METAL is informed, will now be received subject to shipment after the first of July next.

Coated Glaziers' Points Advanced

Montreal.

GLAZIERS' POINTS. — Advanced prices are effective for zinc-coated glaziers' points. The present price is 22c per lb.

Change in Prices and List on Netting Staples

Montreal.

STAPLES.—The manufacturers have made a change on poultry netting, staple

prices and differentials. The list is now $12 per 100 lbs. Discounts on bright are 20 per cent., and on galvanized 10 per cent. An extra of 80c per 100 lbs. for packing in 10 lb. boxes is made, and of 50c per 100 lbs. for 25 lb. and 50 lb. lots.

Chisel Discounts Make Prices Higher

Montreal.

CHISELS.—Prices are higher on various wood chisels. Socket firmers are sold on a 52½ per cent. discount basis; socket framing at 40 per cent.; carpenters' slicks at 40 per cent.; and draw knives at 40 per cent.

Safety Razors Are on New Cost Basis

Montreal.

RAZORS—Safety razors of Ever Ready make are marked higher. The new trade price is $12.60 per dozen, and the resale price is now $1.50 each. Blades in half dozen lots are quoted at 32c and in dozen lots at 64c, with a resale price to the consumer of 90c.

Wrench Prices Are Revised Upward

Montreal.

WRENCHES.—Prices to the trade are now higher on W. & B. knife handle wrenches. The new discount is 15 per cent. Stillson pipe wrenches are quoted at 40 per cent. discount.

Post Hole Diggers, Weighing Scales, Up

Montreal.

SCALES, DIGGERS. — Advanced prices are effective for Warren scales, and these are now selling on a 20 per cent. discount basis.

Post-hole diggers of Eureka manufacture are quoted at the advanced price of $27 per dozen.

Fifty-cent Advance Made on Wash Boards

Montreal.

WASH BOARDS.—Although an advance was made only two or three weeks ago, another increase for glass boards has been made effective. The present price to the trade is $7.50 per dozen.

Revised Lists On Harvest Tools Higher

Montreal.

HARVEST TOOLS.—Advances have been effected this week for harvest tools. There is a change in the list and also in the discounts. New abbreviated numbers are announced for the various tools, and new list prices. From the new lists the discounts to the trade are 50 per cent. and 10 per cent. Price list is effective from March 15 and is subject to change without notice.

Various Handles Are Sold at Sharp Advance

Montreal.

HANDLES.—Heretofore the prices on hay fork, manure fork, rake and hoe handles have been based at list, less 10 per cent. discount. Now the prices are sharply revised, with an advance made of 10 per cent. over the list.

New Scythe Prices Make High Records

Montreal.

SCYTHES.—Prices have been marked higher on scythes. The following quotations on well-known makes are effective: Bush scythes, per doz., net, $17.75; double bead grass, $18.75; Excelsior, $19.25; Fine India, $19.25; cast steel, $17.25; Clipper, $18.25; Climax, $18.75; Harvest King, $22.

Hay Knives Higher; Now $15.00 to $16.50

Montreal.

HAY KNIVES.—Prices are marked up on various grades of hay knives. Heath's are selling at $15 per doz.; Lightning at $15, and Spear Point, with tee or long handles, at $16.50.

Reaping Hooks Will Cost More

Montreal.

REAPING HOOKS.—It will cost more to garner the corn crop next fall. Reaping hooks are selling as follows: No. 2, per doz., $4.90; No. 3, $5; No. 4, $5.10; No. 5, $5.30; Little Giant, $7.25.

Fencing Prices Are Withdrawn; Will Go Up

Montreal.

FENCING.—Prices are withdrawn on Dominion fencing. The jobbers have no indication as to the net prices that will apply, but an increase of prices is looked for.

Wire is Seller At New Basis

Montreal.

WIRE.—At the new price of $5.75 per hundred weight, announced last week, bright steel wire is in quite active demand. This price applies for bright steel, annealed, annealed and oiled, and coppered. Annealed hay is in seasonable demand at $5.45 for No. 13, $5.55 for No. 14 and $5.65 for No. 15. In straight car lots the price is 5c per cwt. less.

Fittings Are Up; Will Pipe Follow?

Montreal.

FITTINGS, PIPE.—Prices on fittings are being revised. Jobbers have not yet made the definite revisions, but an advance of probably 2½ per cent. or 3 per cent. will be effected.

Will pipe follow? The last change was made in February; the market is a very firm one, and the jobbing trade will not be surprised if further increases are made operative at any time.

Oil Stoves Will Move Soon; Wares

Montreal.

STOVES AND WARES.—Jobbers will soon be distributing oil stoves to the trade, shipping of these usually commencing around the first of April. The basis, thus far, has been unchanged, and orders already in hand, while no greater than those of the booking period last year, will doubtless be augmented as soon as the warmer weather returns.

Ranges are in steady demand, although there is not a brisk movement of these. A fairly good season, however, is looked for.

The ware list is without change; there is a fair demand for stamped and pieced goods, and manufacturers and jobbers are quite busy. There has been unprecedented demand for sap buckets, orders being turned down for thousands of them, which the makers could not supply.

Old Material Weaker in General Undertone

Montreal.

OLD MATERIALS.—In a general way the market undertone is an easier one on nearly all commodities. The movement is not brisk, and with a somewhat lagging mood on the part of the buyer there is not likely to be any firming of prices. Machinery cast, which has been in demand at almost any price, is ruling lower at $40 to $42 per ton.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	@2 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

Lead Pipe and Solder Higher

Montreal.

LEAD PRODUCTS—Prices are stiffer this week on lead pipe. The price for regular pipe is $17.50 per 100 lbs., and $18.50 for waste, with 10 per cent. trade discount. Lead traps and bends are quoted at list plus 30 per cent., a very material advance. Lead sheets are advanced one cent per pound. All bar solders are up one cent a pound, and wire solder is half a cent higher.

Lead pipe, per 100 lbs.	....	17 50
Lead waste, per 100 lbs.	....	18 50
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends	List plus 30%	
Lead wool, lb.	....	0 16

Lead sheets, 2½ lbs.	....	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 14¾

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Do., 4 to 8 lbs., sq. ft.	....	0 13
Solder, guaranteed, lb.	....	0 46½
Solder, strictly, lb.	....	0 43½
Solder, strictly commercial, lb.	....	0 40½
Solder, wiping, lb.	....	0 39
Solder wire (8 gauge)—		
40-60	....	0 42½
40-55	....	0 45½
50-50	....	0 48½
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Iron and Steel at Steady Prices

Montreal.

IRON AND STEEL.—The bar markets are steadily held, but are without change. The movement is seasonab'- active, and the undertone suggests that there will be no decline on any of these products. Supplies are none too plentiful, but the trade reports a fair delivery of stock.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Tin Weaker at London; Aluminum Holds High

Montreal.

INGOT METALS.—The London market has dropped off considerably on tin, but owing to limited stocks here, it is stated that little change can be looked for in this market. There is some activity on various lines.

COPPER.—Not a great deal of immediate interest in this. The sales are conducted on a basis of around 23½c for electro, and 23c for casting.

TIN.—A very considerable decline of about £50 was made in the London market last week. This, some think, was due to manipulation. At any rate the local market has held fairly well, under short supplies, prices being 72-75c per lb.

ALUMINUM.—The scarcity of this has been marked, and prices have ranged as high as 45c. Some lots have been obtainable in round lots, however, at less than 40c.

ANTIMONY.—This holds firm at around 13c per lb.

SPELTER.—This has eased off somewhat, but more strength has been manifest this week, with local basis 12c per lb.

LEAD.—Little to be had at any price, with Canadian producers reported oversold. Price, 11¾c to 12c lb.

Jobbers Still Find Sheet Markets Bare

Montreal.

SHEETS.—The markets are quite bare of supply, the jobbers stating that it is impossible to make a price and adhere to it, so erratic are quantities obtainable. It makes for a condition which is very decidedly nominal, as prices go. The basis is firmly high.

BLACK—		
10 gauge	....	7 70
12 gauge	....	7 75
14 gauge	....	7 80
16 gauge	....	8 05
18-20 gauge	8 05	8 20
22-24 gauge	8 10	8 25
26 gauge	....	8 15
28 gauge	....	9 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	11 30
28 gauge	....	11 00
26 gauge	....	10 75
22 and 24 gauge	....	10 35
20 gauge	....	10 25
18 gauge	....	10 25
16 gauge	....	10 25
English Standard—		
28 gauge	....	11 75
26 gauge	....	11 50
24 gauge	....	10 90
22 gauge	....	10 55
18 and 20 gauge	....	10 35

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Many Nails Delivered, But Are Very Scarce

Montreal.

NAILS.—Standard wire and also cut nails are in active demand. Booked orders of these have been shipped out freely, and while some report a real scarcity of the selling sizes, others state that they have been able to make fairly full delivery against orders that were booked. Standard wire nails are based at $5.50 per keg, and cut at $6.35.

Rope Steady Seller on Advanced Basis

Montreal.

ROPE AND CORDAGE.—At the advanced prices announced last week, rope is selling steadily. The increases made effective in Canada, the manufacturers state, are less than those made on similar grades of rope by United States manufacturers. There are indications of a steady improvement in the outturn.

Pure manila basis is now 35½c per lb.; Beaver and British manila, 28c; and sisal, 22½c. This price also applies for lathyarn.

Navigation Season Will Move Greases

Montreal.

OILS AND GREASES.—The near approach of the navigation season will bring a great deal of activity to the oil companies. The present season is fair, as oils are concerned, and lubricants and greases are expected to move out well in the near future.

Coal oils are selling at 25-28c per gallon, and motor grade gasoline at 36c per gallon.

TORONTO MARKETS

TORONTO, March 25—Hardware prices continue to advance, although it is interesting to note that fewer changes have been made this week than for some time previously. Present prices on all lines are firm and shortages are developing in nearly all lines of hardware. Especially is this the case of wire and iron products.

Gasoline and coal oil are the feature of this week's market, having advanced 2 cents per gallon. Other lines showing changes are glaziers' points, door checks, Liquid Veneer, Yankee drills and screw drivers, cabinet locks, horse clippers, hand and breast drills, cup grease and knife handle wrenches. Lead pipe and lead waste pipe have advanced ½c, while traps and bends have been marked up another 10 per cent.

The scarcity of nearly all hardware commodities seems to be getting more pronounced and jobbers are having difficulty in securing sufficient supplies. A good sorting business is being handled and many spring lines are moving briskly. Collections are very favorable.

Glaziers' Points Higher; ½ and ¼ Lb. Pkgs. 22c Lb.

Toronto.

GLAZIERS' POINTS.—Higher prices have been made on glaziers' points; half and quarter pound packages are now sold at 22 cents per pound.

Oil Stove Prices Firm Good Volume Moving

Toronto.

OIL STOVES.—Notwithstanding the high prices current for oil stoves, manufacturers state the business offering is almost more than they can handle satisfactorily, and it is expected that one of the biggest years that has been noticed for sometime will be experienced this year.

Wares are Firm, Raw Materials Still Scarce

Toronto.

WARES.—As reported in previous issues of HARDWARE AND METAL, wares continue to be very scarce at least in some lines while in other lines manufacturers have little difficulty in filling orders. This is accounted for by the great variety of different grades and qualities of materials used in the manu-

facture; as an example, a pitcher requires much better material for making in comparison with a pie plate, on account of the ridged processes it is required to go through in its manufacture. This may be one reason for some of the scarcity, while manufacturer may have a big stock of one kind of material it would not do for manufacture of other articles, for which he may be unable to procure the stock. However, it is expected that materials will come to hand better as the year grows older, and manufacturers hope to catch up with their orders, providing the stock comes forward.

Door Checks and Springs Have New Prices

Toronto.

DOOR CHECKS AND SPRINGS of the Richards Wilcox make have advanced. Owing to the situation which has developed on account of the great shortage of steel and other raw material, builders' hardware of nearly all kinds have been affected and is gradually rising in price. This week records a change on the Richards-Wilcox make. The new prices are as follows:

Door Check, No. 643 x size 1, $6.75 each; 2, $7.50; 3, $9; 4, $10.65; 5, $16.

Door Check Springs for size 1, 70c; 2, 85c; 3, $1; 4, $1.15; 5, $1.25.

Furniture Polish; Larger Sizes Revised Upwards

Toronto.

FURNITURE POLISH. — Higher prices have been announced this week on Liquid Veneer furniture polish. This revision affects only the larger sizes. The 32 oz. is now quoted at $10 per doz. net, while the 64 oz. is $1.34 each, and the 128 oz. is $2.34 each.

Gasoline and Coal Oil Prices Again Advance

Toronto.

GASOLINE AND COAL OIL.—A further advance has again taken place on this commodity, the new advance price being 2 cents per gallon higher. This has been predicted in HARDWARE AND METAL and is said to be due chiefly to the crude oil situation, although the higher cost of producing is said to be a factor. According to present indications many would not be surprised to see gasoline go still higher, and some are predicting 50 cents gasoline. The present quotations on gasoline is 37 cents per gal., while coal oil is selling at: Royalite, 26½ cents per gal., and the Palacine, 29½ cents per gal.

Yankee Drills and Screw Drivers Have New Prices

Toronto.

SCREW DRIVERS and push drills of the Yankee make have been advanced. The No. 12 screw driver is now quoted at $12.30 per doz.; No. 30, $39.45 doz.; No. 31, at $53 a doz.; No. 35, $29.30 per doz.; No. 130, $5.10 per doz.; No. 131, $60.90 per doz.; No. 135, $34.85 per doz. The push drills are quoted at No. 41, $34.25 per doz.; No. 42, $27.10 per doz., while the No. 44 is quoted at $41.20 per doz.

Cupboard, Chest, Trunk Locks, etc., Higher

Toronto.

CABINET LOCKS.—New prices have been made on cabinet locks and affects cupboards, chests, trunks and desks, etc. The new prices are said to be in line with many kindred commodities whose basic material is of metal.

New Market Clippers Now Quoted at $3.50 Pr.

Toronto.

HORSE CLIPPERS. — Higher prices have been announced on horse clippers. This is said to be due to the higher cost of materials, also production, and the higher cost of labor. The present demand is seasonably heavy, and good quantities are being shipped. The new price on new market is quoted at $3.50 per set net.

Hand and Breast Drills Have Advanced 10%

Toronto

HAND AND BREAST DRILLS, of the Millers Falls make, are now quoted at higher prices, the new quotations being 10 per cent. higher than those previously quoted.

Halters Showing Good Demand; Prices Firm

Toronto.

HALTERS are showing good demand. The quotation on some of the better known lines are as follows: Russet, 1 inch with rope tie, $13.80 per doz.; black, 1 inch with rope tie, $14 per doz.; black, 1¼ inch with rope tie, $16.80 per doz. One inch, no tie, $21; 60, 1½ inch, no tie, $24.60. Rope halters, sisal, 7-16, $24 doz.; 9-16, $36 a doz., while the jute, 7-16, is $18.60 per doz., and the 9-16 is $31.80 per doz.

Arctic Cup Grease is Higher, Discount 15%

Toronto.

GREASES.—Arctic cup grease number 2 is now being quoted at higher prices. The barrels are quoted at $9.45 per hundred pounds; 1 pound tins are quoted at $6.85 per case of 36; 5 lb. tins are quoted at $10.15 per case of 12. These prices are subject to a discount of 15 per cent.

Knife Handle Wrenches Have Been Marked Up

Toronto.

WRENCHES, of the Whitman Barnes manufacture, have been advanced. As will be noted, many commodities whose basic metals are iron or steel are being revised upwards in price, and many are wondering if the shortage continues what will be the result, as the present prices are conceded to be high. The above-named wrenches are quoted as follows: Knife Handle, 6 inches, $13.15 doz.; 8 inches, $15.75 per doz.; 10 inches, $19.25 a doz.; 12 inches, $24.50 per doz.; 15 inches, $33.25 a doz.

Corrugated Firm, Scarce; Flat Sheets Coming Slow

Toronto.

CORRUGATED SHEETS.—The demand for corrugated sheets continues to be very heavy, and manufacturers are having difficulty procuring sufficient stocks of flat sheets to make up.

The warmer weather seems to have opened up new channels and the demand is continually becoming more persistent, although it is believed that this is more on account of the manufacturer not securing sufficient stocks in order to make the finished products, and some are of the opinion that the demand would be normal providing the manufacturers could secure sufficient stock to catch up with orders.

The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Lead Pipe Up ½c; Traps and Bends Also Higher

Toronto.

LEAD AND ZINC PRODUCTS. — Higher prices have again been announced on lead pipe and waste pipe. Lead traps and bends have also advanced and are now quoted at an additional 30 per cent. added to the list in place of former 20 per cent. Solder is very firmly held at the present prices and sales are reported to be light for this season of the year. The following are the new quotations:

Lead pipe, list, per lb.	0 17½
Lead waste pipe, list, per lb.	0 18½
Do., over 8 inches, list, per lb.	0 19½
Above subject to discount of 10%.	
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 45¾
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Zinc sheets,, per lb.	0 19
Solder, guaranteed, lb.	0 43¾
Solder, wiping, lb.	0 37¼

Iron and Steel Bars Are Holding at Firm Prices

Toronto.

IRON AND STEEL BARS.—The present quotation on iron and steel bars is very firm, and although no great scarcity is noted jobbers state they are still living from hand to mouth and the

stock is turned over almost immediately on arrival.

The later periods of the present year may yet cause considerable worry to many, as the mills are said to be booked with orders well into the second period and do not seem to be in position to promise any definite shipments for the future.

The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Boiler Tubes Hold Firm; Hard to Get Delivery

Toronto.

BOILER TUBES.—Jobbers state that shipments of boiler tubes are not coming any better and that in most cases it is almost necessary to send buyers to the mills in order to get any satisfaction whatever, and in many cases they state it is necessary for them to pay premiums in order to get prompt deliveries.

The shortage of skelp continues to be one of the main factors which is due, it is stated, to the previous strike of 1919. The demand is very good and were jobbers able to procure these stocks a record business would be handled, according to the present indication.

Boiler tubes are being quoted as follows, although in many cases the prices are nominal, as it is often necessary for premiums to be paid in order to secure immediate delivery.

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

New List on Some Lines of Harvest Tools

Toronto.

HARVEST TOOLS.—The following is the new list on a few of the better known lines of harvest tools. The complete new list will be published in the next issue of HARDWARE AND METAL, April 3.

HAY FORKS—	Doz.
3-Prong	$28 00
3-Prong, bent	29 00
3-Prong, 14-inch Tine	32 00
3-Prong, Strap	32 00
3-Prong, Strap bent	33 00
4-Prong, 12-inch Tine, bent	31 00
4-Prong, 12-inch Strap, bent	35 50
STRAW FORKS—	
3-Prong, 14-inch Tine	34 00
3-Prong, 14-inch, bent	35 00
3-Prong, 14-inch, Strap, bent	39 50
4-Prong, 16-inch Tine, bent	41 00
4-Prong, 16-inch Strap, bent	45 50
BARLEY FORKS—	
3-Prong, 16-inch Tine, bent	37 00
3-Prong, 16-inch Strap, bent	41 50
MANURE FORKS—	
4-Prong, L.H.	33 50
4-Prong, wide pattern, L.H.	33 50
4-Prong, L.H., Strap	38 00
4-Prong, wide pattern, L.H., Strap	38 00
4-Prong, D.H.	36 00
4-Prong, wide pattern, D.H.	36 00
4-Prong, D.H., Strap	40 50
4-Prong, wide pattern, D.H., Strap	4 50
5-Prong, L.H.	41 00
5-Prong, wide pattern, L.H.	41 00
5-Prong, L.H., Strap	45 50
5-Prong, wide pattern, L.H., Strap	45 50
5-Prong, D.H.	43 50
5-Prong, wide pattern, D.H.	43 50
5-Prong, D.H., Strap	48 00
5-Prong, wide pattern, D.H., Strap	48 00
6-Prong, L.H.	48 00
6-Prong, wide pattern, L.H.	48 00
6-Prong, L.H., Strap	52 50
6-Prong, wide pattern, L.H., Strap	52 50
6-Prong, D. H.	50 50
6-Prong, wide pattern, D.H.	50 50
6-Prong, D.H., Strap	55 00
6-Prong, wide pattern, D.H., Strap	55 00
SPADING FORKS—	
4-Prong, L.H.	36 00
4-Prong, L.H., Strap	40 50
4-Prong, D.H.	38 50
4-Prong, D.H., Strap	43 00
5-Prong, L.H.	49 00
5-Prong, L.H., Strap	53 50
5-Prong, D.H.	51 50
5-Prong, D.H., Strap	56 00
Electric Welded Shank Hoes, Excelsior	13 00
Electric Welded Shank Field Hoes	17 00
Ladies' Hoes	17 00
Garden Hoes, Solid Neck, 6 inches	22 00
Garden Hose, Socket, 6 inches	24 50
Solid Neck Field Hoes	23 00
Socket Field Hoes	25 50
CONCAVE STEEL GARDEN RAKES—	
12-tooth, brace head	$28 00
14-tooth, brace head	30 00
16-tooth, brace head	32 00
10-Tooth, solid bow	26 00
12-tooth, solid bow	28 00
14-tooth, solid bow	30 00
16-tooth, solid bow	32 00
STRAIGHT TOOTH, STEEL GARDEN RAKES—	
10-tooth	22 00
12-tooth	24 00
14-tooth	26 00
16-tooth	28 00
WELDLESS STEEL RAKES—	
12-tooth	20 00
14-tooth	21 00
16-tooth	22 00
RIVETED BRACE, STRAIGHT TOOTH RAKES	
12-tooth	16 00
14-tooth	17 00
16-tooth	18 00
EXCELSIOR, LIGHT STEEL GARDEN RAKES	
10-tooth	13 50
12-tooth	14 50
14-tooth	15 50
16-tooth	17 00
WIRE LAWN RAKES—	
20-tooth	21 00
24-tooth	26 50
STEEL LAWN RAKES—	
Concave stamped, brace shank	24 00
ASPHALT RAKES—	
14-tooth, strap ferrule	64 00

Length per list assorted to 5 feet. All 5½ feet, $2.50 per dozen list extra. All 6 feet, $5 per dozen list extra.

Sheets, Plates, Scarce; Deliveries Some Better

Toronto.

SHEETS AND PLATES.—Although this line has been scarce for some time, many have been looking forward to better deliveries. Jobbers state that deliveries have slightly improved and are hopeful of securing sufficient quantities for their needs.

The warmer weather seems to have brought about considerable increased demand and building activities are beginning to get under way, although it is the opinion of many that the anticipated building boom may be somewhat restricted owing to some deciding to wait till such a time as building materials would be much cheaper. However, it remains to be seen just what the season will bring forth. In the meantime, prices on sheets are very firm and are still hard to procure. The following prices are nominal and are as follows:

BLACK SHEETS—		
14 gauge	....	7 45
16 gauge	....	7 55
18-20 gauge	....	7 95
22-24 gauge	....	8 00
26 gauge	....	8 05
28 gauge	....	8 15
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$10 00	$10 00	$10 45	$10 75
U.S. 28	9 60	10 20	9 75	10 35
U.S. 26	9 30	9 90	9 40	10 05
22 and 24	9 15	9 75	9 20	9 90
18 and 20	9 00	9 60	9 00	9 75
16	8 85	9 45	8 80	9 60
12 and 14	8 20	8 70	8 55	9 45

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Cast Iron and Stove Plate Still Hard to Procure

Toronto.

OLD MATERIALS. — The list, as shown below, continues to be very quiet, although dealers expect a heavy buying movement to take place very shortly, as every indication points to heavy demand for all kinds of old materials. Cast iron and stove plate continue to be scarce. The demand is about regular with normal times but the supply is not coming forward, and any supplies that do come to hand are quickly bought up. It is stated that some heavy premiums have been charged and this may be the reason that so many prices are current, as some are charging anywhere from $18 to $30 per ton at present. The following are the quotations:

No. 2 busheling	....	13 00
Stove plate, per ton	....	....
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	....
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01¼
Automobile tires	....	0 08
Heavy lead pipe	....	0 05¾
Tea lead	....	0 04

Sporting Goods Moving Well; May be Scarce

Toronto.

SPORTING GOODS are moving briskly and considerable stock is moving in preparation for the coming season. Some lines are already developing shortages, although, it is believed, the majority of merchants are covered by previous bookings.

Poultry Netting in Good Demand; Barbed Wire

Toronto.

POULTRY NETTING is beginning to show activity, and many are reserving

their spring shipments, although it is stated that some delays are caused by the delayed shipments from the manufacturers, caused, it is believed, by the situation which has developed in the manufacture of wire products owing to the scarcity of raw materials.

BARB WIRE also is in good demand, although difficulty is experienced in securing stocks.

Tin Somewhat Easier; Other Ingots Unchanged

Toronto

INGOT METALS.—The tin market continues unsteady and a decline of a cent per pound has been made this week. The European conditions have a great influence on the market of this commodity. Other metals show no change.

TIN.—The markets on tin are unsteady, chiefly on account of the European conditions. The present quotation is 72 cents per pound.

LEAD continues notably scarce and local stocks are light. The present quotation remains at 12 cents per pound.

COPPER remains unchanged, showing fair demand. The present price is 24 cents per pound.

SPELTER continues to show a good demand, although the price is unchanged and is quoted at 17 cents per pound.

ANTIMONY is in fair demand and is being quoted at 15 cents per pound.

LONDON MARKETS

LONDON, March 25—Advances in hardware prices continue to affect many commodities. The present price tendency of nearly all lines is upward and jobbers claim shortages on many hardware lines. English cutlery is beginning to arrive more freely and although the prices are firm, no recent advances have been made.

Some of the lines affected in this week's changes are: Tire bolts, bright wire goods, safety razors, tire tape, rubber cement tubes, O. & A. wire, carpenters' and plasterers' tools, melting ladles and grass seeders. Turpentine has also advanced 10 cents per gallon.

Business is improving every day and the present demand for nearly all lines of hardware is heavy. Paints, varnish, lead, oils, turpentine, etc., are moving well. Builders' hardware also is showing good demand.

Prices are very firm and the scarcity of many lines is increasing.

Tire Bolts Also Advance; Now Quoted at 35% Off

London, Ont.

TIRE BOLTS in line with other bolts, which have recently advanced, also have new prices. The new discount now being quoted is 35 per cent. off the list.

Gate Hooks and Eyes, Screw Hooks, etc., 80% Off

London, Ont.

BRIGHT WIRE GOODS, such as screw eyes, screw hooks, gate hooks and eyes, are now being quoted at 80 per cent. off the list. This is said to be in line with advanced prices in other lines of wire goods, and is attributed to the scarcity prevailing in the iron and steel industries.

Oiled and Annealed Wire Quoted at $5.75 Base

London, Ont.

OILED AND ANNEALED WIRE.—Further advances have been made on oiled and annealed wire. The new base is now quoted at $5.75 per hundred lbs. This would make the net price on No. 11, $5.97 per hundred lbs., and the No. 12, $6.05 per hundred lbs.

Rubber Cement in Tubes Revised Upwards

London, Ont.

RUBBER CEMENT TUBES are now quoted at higher prices. The three-quarter-inch by 4-in. are quoted at 45 cents per doz. tubes, while the one-inch by 4-in. are 80 cents per doz. tubes.

Gem Safety Razors Have Higher Quotations

London, Ont.

SAFETY RAZORS.—The Gem Junior Safety Razors have been advanced and now cost the dealer $12.60 per doz. The blades for above are quoted at 37½ cents per package.

Tire Tape Has Again Been Marked Higher

London, Ont.

TIRE TAP.—New prices have been announced on tire tape. The one ounce rolls are quoted at 70 cents per lb.; 2-oz. rolls at 70 cents per lb., while the 4-oz. and 8-oz. rolls are quoted at 69 cents per lb.

Disston Saws, Trowels, etc., Have Been Advanced

London, Ont.

CARPENTERS' AND PLASTERERS' TOOLS.—Further advances have been made in carpenters' tools, such as saws, etc., of the Disston make. As will be noted nearly all commodities whose basic metals are of iron or steel are commanding higher prices, and it is stated that manufacturers are filling orders as fast as they can manufacture out of available stocks, notwithstanding the great difficulty of procuring further stocks of raw materials to replace those going out. However, it is expected that the steel mills will be in better position in the near future to supply the raw material, and while no lower prices are looked for immediately it is believed that there will not be such a scarcity of raw material or finished products in the near future.

The following are some of the new prices on some of the better known lines:

Hand Saws—No. D8 x 18 in., $33.60 doz.; 20 in., $37; 22 in., $39.80; 24 in., $42.65; 26 in., $44.80.

Compass Saws—No. 2 x 12 in., $8.90 doz.; 14 in., $9.20. No. 4 x 12 in., $8.50 doz.; 14 in., $8.75.

Brick Trowels—No. 5 x 10½ in., $19.60 doz.; 11 in., $20.65; 11½ in., $21.40. No. 10 x 10 in., $20.45 doz.; 10½ in., $21.40; 11 in., $22.35; 11½ in., $23.35.

Plastering Trowels—No. 121 x 11 in., $25.60 doz.; 11½ in., $26.95; 12 in., $28.45.

Melting Ladlers Have New Higher Prices

London, Ont.

MELTING LADLERS.—Higher prices are now being charged on melting ladlers, this is said to be on account of the scarcity of iron and steel. The new prices are as follows:

Melting Ladlers.—3 in., 55c each; 4 in., 60c; 5 in., 80c; 6 in., $1.

Grass Seeders Are Higher This Season

London, Ont.

GRASS SEEDERS have higher prices this season. The genuine Cyclone is selling at $26.50 per doz., while the Eureka Cyclone is quoted at $18.50 per doz.

Stevens Rifles Again Revised Upwards

London, Ont.

RIFLES of the Stevens make have again been advanced. The following are some of the new prices on some of the better known lines:

Rifles.—No. 14½, Little Scout, $8.60 each; No. 12, Marksman, $13; No. 26, Crackshot, $10.50; No. 17, Favorite, $15.70; No. 70, Repeating, $25.50.

Coaster Wagons, Roller Skates in Good Demand

London, Ont.

COASTER WAGONS AND ROLLER SKATES are showing very good movement. The list price on coaster wagons is as follows:

Coaster Wagons—No. 00, $55.65 doz.; No. 01, $98.50; No. 1, $118.95; No. 2, $131.50; No. 3, $145.60; No. 4, $165.95, less a discount of 35%.

Roller skates are quoted at No. 3 plain steel wheel, $1.35 a pair, while the No 5 ball bearing are quoted at $2.75 per pair.

Automobile Accessories Have Good Demand

London, Ont.

AUTOMOBILE ACCESSORIES.—Dealers and jobbers are well satisfied with the way spring business is opening up for automobile accessories. Tires, tubes, tools, etc., are moving in good volume, and indications are that a record season will be experienced by those handling this line.

Nail Prices Firm May be a Scarcity

London, Ont.

NAILS.—Very firm prices are at present being quoted on nails although no change has taken effect recently. Stocks are said to be very low for this season of the year, and some are surmising what the outcome will be in a short while when the building period becomes more active.

It may be that merchants all over the country have stocked very heavily on this commodity, and will have sufficient supplies to carry them for some time to come. However, many of the better informed hardly think this possible from present indications and fear that a considerable shortage will be noted before the season is over.

The present quotations are: Wire $5.45 base, while the cut is selling for $6.75 base.

Washing Machines and Wringers Move Briskly

London, Ont.

WASHING MACHINES AND WRINGERS.—Many merchants are featuring household goods at present, and this may be one reason why washing machines in both hand and electric, also wringers are selling well. The demand is said to be very heavy. The present quotation is firm, the discount being quoted at 20 per cent. off the list.

Wire Cloth, Spades, Lawn Mowers all Moving Well

London, Ont.

WIRE CLOTH, SPADES, LAWN MOWERS.—The season demand for this line is very good, and jobbers and manufacturers are very well pleased with the business offering. The black painted screen wire cloth is quoted at $350 per hundred square feet. Spades and shovels, also scoops, are holding at firm prices, the quotation being 45 per cent. discount off the list. Lawn mowers of the popular best sellers are quoted at a discount of 25 per cent. off the list.

Rope Prices Hold Firm; Extra for Cut Lengths

London, Ont.

ROPE is holding quite firm at the new prices quoted last week. The rope manufacturers have issued a new extra, which comes in the way of a 2 cent charge for shorter lengths than half coils in place of a former one cent extra charge. The following are the present quotations: Pure manila, 35½ cents per lb. base, Beaver manila 28 cents lb base, New Zealand hemp 28 cents per lb. base, while the sisal continues at the old price of 22½ cents per lb.

Step Ladders Are Also Moving Well

London, Ont.

STEP LADDERS are also noted to be moving well, and as the warmer weather approaches, the demand increases. The ordinary grade is quoted at 27 cents a foot, while those of the better grades are quoted at 32 cents per foot.

Poultry Netting Shows Good Improvement

London, Ont.

POULTRY NETTING.—Good demand is noted for poutry nettling. The demand this year is not behind those of other years, it is stated. In fact, some believe that a bigger business will be done in this line this season providing the stock comes to hand. The Canadian two-inch mesh is quoted at net list, while the one-inch mesh is quoted at an additional 5 per cent. added to the list.

Putty Prices Firm; Whiting Still Scarce

London, Ont.

PUTTY.—The present quotations on putty are holding very firm, and it is believed that if the demand were heavy that higher prices would again be effective, as whiting is very hard to procure. However, as this is the in-between season for putty, the prices hold firm and manufacturers hope by the time the heavy demand starts that they will have sufficient whiting in stock to take care of all the demand. The following are the present quotations:

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	$8 30
Do., 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Do., 25-lb. drums	11 05

White Lead in Oil Firm; Showing Good Demand

London, Ont.

WHITE LEAD IN OIL.—Notwithstanding the high prices charged for white lead in oil the spring business does not seem to be at all restricted and white lead is moving in good quantities. The present prices although holding firm are not showing any tendency at present to change.

The following are the present quotations, on white lead: The pure, $20.45 per hundred lbs., in ton lots; while in less than ton lots is quoted at $20.80 per hundred pounds. Elephant brand is $20.95 per hundred pounds in ton lots; less than ton lots is $21.30 per hundred lbs.

Turpentine Prices Again Advance 10c Gal.

London, Ont.

TURPENTINE has again advanced 10 cents per gallon. Recent reports from the South show the holdings there to be very light, and the new crop is said to be held back with the cold weather which has prevailed, making the season very late. High prices may be charged and stocks dealt out sparingly in order to spread over the period till the new crop arrives. The present quotations are current:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	$3 60
2 to 4 barrel lots	3 59
5 gal. lots	3 75

Linseed Oil Prices Firm, Unsettled

London, Ont.

LINSEED OIL. — The situation in linseed oil is very unsettled, especially for this season of the year. Many are wondering what the future will show for this commodity, as present stocks of flax are reported very low and should the bulk of the Argentine crops go to Europe, seed may be very scarce, and incidentally linseed oil. The price is showing no change this week, and is holding very firm. The present quotations are as follows:

	Per Gal.	
LINSEED OIL—	Raw	Boiled
1 to 2 barrels	$2 87	$2 90
3 to 5 barrels	2 86	2 89
6 to 9 barrels	2 84	2 87

Less than barrels add 15c gal.

Glass Prices Firm; Fair Shipments Coming

London, Ont.

GLASS.—The glass situation seems to be an unsettled one, and much uncertainty is experienced. Some believe that glass will be very scarce this year, while others are of the opinion that no one need to worry, that glass will come in sufficient quantities to supply all demands. However, this remains to be seen. Present indications are that glass will hold at a firm figure. Stocks are coming in better and many are ordering their season's requirements. The present quotations are single diamond and double diamond are quoted at 15 per cent. off the list, while the cut lights are quoted at 40 per cent. off the list.

WINNIPEG MARKETS

WINNIPEG, March 27—Important price changes continue to affect the markets and many well-known and repeatedly advanced lines appear again for revision. Chief among these lines are: Screwdrivers, wrenches, finishing nails, galvanized and annealed wire, coil and logging chains, fork and shovel handles, step ladders, soldering coppers, sheet iron, sheet steel, lead, white lead, linseed oil and turpentine. This week's changes affect several lines that have shown decided firmness in the past. Needless to mention, all changes appearing for the week are in the nature of an advance on previous lists and in many cases the advance is of a high and substantial character.

As will be seen, metals again take an important part in the new changes. General conditions relative to the metal markets continue about the same, with little possibility of improvement immediately occurring to alleviate the existing conditions.

Transportation facilities are still of an unsatisfactory nature, although it is hoped that with the advent of better weather this state of affairs will to some extent be alleviated. Business generally continues brisk, the chief trouble being at present inability to secure sufficient supplies.

Screwdrivers Advance; New Price Up 18%

Winnipeg.

SCREWDRIVERS, after a firm period, have advanced. It is believed the latest increase is due to the influence brought to bear by the present conditions of the metal market, the advancing prices of which must necessarily in time affect other markets that rely chiefly on them for their material. To-day's prices show:

Screwdrivers.—Hurwood, 3 in., $4.45; 4 in., $5.45; 5 in., $6.40; 6 in., $7.65; 7 in., $8.25; 8 in., $9.50; 10 in., $11.85; 12 in., $14 per dozen. Pony Hurwood, 3 in., $4.45; 4 in., $5.35; 5 in., $6.30; 6 in., $7.50; 8 in., $9.30 per dozen. Many other well-known lines too numerous to mention have changed accordingly, the change being of a general character.

Higher Prices For Nails Showing 15% on Old Lists

Winnipeg.

FINISHING NAILS show a further advance on old prices as a result, it is believed, of the present acute shortage of this community. Nails generally are deplorably scarce, manufacturers not being able to supply anywhere near the demand and this condition is gradually getting worse. Wire and cut nails remain firm at present quotations. The new prices are quoted as follows:

Finishing Nails.—½ in., 32c; ⅝ in., 24c; ¾ in., 21c; ⅞ in., 21c; 1 in., 18c; 1¼ in., 15c; 1½ in., 15c; 1¾ in., 13c; 2 in., 13c per lb.

Plain Wire Again Marked Upward About 4%

Winnipeg.

ANNEALED AND GALVANIZED WIRE again advances to the extent of 4 per cent. on old prices. Although the new prices are not necessarily of a high character, it shows plainly the trend of this market. General shortage still exists, supplies only being received in small and unsatisfactory quantities, it is stated. Whether the arrival of Spring and better weather conditions will speed up freighting facilities can not as yet be ascertained.

The latest listings are:

Galvanized Wire.—No. 8, $7.50; No. 9, $6.50; No. 10, $17.75; No. 11, $7.60; No. 12, $6.65; No. 13, $7; No. 14, $8; No. 15, $8.75; No. 16, $9 per 100 lbs.

Annealed Wire—Nos. 0 to 9, $6.75; No. 10, $6.81; No. 11, $6.87; No. 12, $6.95; No. 13, $7.05; No. 14, $7.15; No. 15, $7.30; No. 16, $7.45 per 100 lbs.

Coil and Logging Chain Advances About 9½%

Winnipeg.

COIL CHAIN is again revised as a result of a further advance of 9½ per cent. on old lists. This line, as a whole, has for some time remained firm with little tendency to change to any marked extent.

The new prices, however, show fairly substantial increase, the cause of which, it is said, is due to scarcity and high cost of raw material, coupled with the high existing exchange rate. To-day's prices appear firm. Further revisions are not necessarily looked for at present. The new prices are as follows:

Coil chain—Electric weld, size 3-16 inch, $19; ¼ inch, $7.38; 5-16 inch, $14.68; 3-8 inch, $12.10; 7-16 inch, $11.80; ½ inch, $11.32; 9-16 inch, $11.32; ⅝ inch, $11.20; ¾ inch, $10.96 per 100 lbs.

American Proof—Size ⅜ inch, $14.62; 7-16 inch, $14.26; ½ inch, $13.84; 9-16 inch, $13.84; ⅝ inch, 13.36; ¾ inch, $13.12; ⅞ inch, $12.70; 1 inch, $12.28 per 100 lbs.

Logging Chain—Size ¼ inch, $19.78; 5-16 inch, $17.08; ⅜ inch, $14.50; 7-16 inch, $14.20; ½ inch, $13.72, per 100 lbs.

Hay Fork Handles Advanced About 85c Doz.

Winnipeg.

HAY AND STRAW FORK HANDLES show further advance as a result of the week's activities; the new prices being approximately 85 cents per dozen higher. The new prices, it is said, can be chiefly attributed to the present scarcity of lumber, especially ash, maple and hickory. This, as might be surmised, is costing the manufacturers of this class of goods more money for the raw material, incidentally advancing the manufactured product.

The latest prices appear firm, although how long they will last is difficult to surmise, the lumber market, at present, being in a very unsettled state.

Hay fork handles—Straight, 4 ft., $3.85; 4½ ft., $4.30; 5 ft., $5.05; 5½ ft., $5.70; 6 ft., $6.50 per dozen.

Straw Fork Handles — Bent, 4½ ft., $4.95; 5 ft., $5.70.

Handles—D manure, $9; ensilage, $12; rake, $4.65; hoe, $3.75; long shovel, $7; buildog, $7 per dozen.

Step Ladders Are Active; New Prices Up 38%

Winnipeg.

STEP LADDERS again advance, showing a heavy increase of 38 per cent. on old lists. This new advance is of heavy character, but one that it is believed will occasion little surprise, owing to the rapid advance of the raw material in recent weeks. The lumber markets, as a whole, are very unsettled, scarcity of lumber existing and rapidly advancing prices must in time influence the manufactured products, to-day's increase being solely attributed to this cause. The ruling prices are:

Step ladders—Common, 3 ft., 90 cents; 4 ft., $1.20; 5 ft., $1.50; 6 ft., $1.80; 7 ft., $2.15; 8 ft., $2.45; 10 ft., $3.60 each.

Faultless—4 ft., $1.65; 5 ft., $1.95; 6 ft., $2.50; 7 ft., $2.90; 8 ft., $3.30; 10 ft., $5 each.

Mechanics'—4 ft., $1.90; 6 ft., $2.85; 8 ft., $3.90; 10 ft., $5.20; 12 ft., $6.25; 14 ft., $7.25 each.

Higher Prices Are Quoted on Soldering Coppers

Winnipeg.

SOLDERING COPPERS show a new advance of 5 cents per lb. on old prices. This line has been of a fairly active nature in the past. This, coupled with the new increase, has a tendency to make this class of goods a somewhat expensive item. The advancing prices of the basic metals are said to be the cause of the latest increase. To-day's quotations show:

Soldering Coppers—1 lb., 66 cents; 1½ lbs., 63 cents; 2 lbs., 62 cents; 2½ lbs., 61 cents; 3 lbs. and over, 60 cents per lb.

Galvanized Sheets Again Advance to Extent of 5%

Winnipeg.

GALVANIZED SHEETS are advanced to the extent of 5 per cent. on old lists. Sheets and plates of all kinds still show acute shortage, the latest reports

showing very few sheets on the market, and business in this line is being badly hampered as a result of this scarcity, which to date shows no material signs of improvement. The ruling prices are as follows:

Galvanized sheets — 16 g., $11.10; 18 g., $11.25; 20 g., $11.25; 22 g., $11.40; 26 g., $11.40; 28 g., $11.55; 28 g. x 30, $11.85; 28 g. x 36, $12.10; 10¾ oz. x 30, $12.25; 10¾ oz. x 36, $12.50 per 100 lb. bundle lots. (For broken bundles, an extra charge is made).

Steel Sheets Revised Upward About 6½%

Winnipeg.

SHEET STEEL also advanced with the week's changes, showing an approximate 50 cents increase per 100 lbs. The advancing of steel and iron is becoming such a common and regular occurrence that little can be said regarding the same, the state of these markets being too well-known. Sheets are still deplorably scarce, in fact, it is said, they are becoming harder to procure daily, the demand for same rapidly increasing while the supply is rapidly diminishing. Nothing points to any relief from this order of things immediately. The new prices are quoted as follows:

Sheet steel—10 g., $8.50; 12 g., $8.60; 14 g., $8.60; 16 g., $8.70; 18 g., $8.90; 20 g., $9.30; 22 g., $9.35; 24 g., $9.35; 26 g., $9.40; 28 x 30, $9.50; 28 x 36, $9.65 per 100 lbs.

Lead Has Changed; New Prices 1c Lb. Higher

Winnipeg.

LEAD.—New prices advance lead to the extent of 1 cent per lb. This market has shown marked and steady advance in the past; a very strong and firm market still continues that does not give much hope of any change occurring from the present trend of prices. Supplies are very scarce, and it is believed that this condition will not materially improve for some time to come. To-day's prices are:

Pig Lead.—Per lb., 14 cents. Bar Lead—Per lb., 14¼ cents. Block Lead —Per lb., 14¼ cents.

White Lead is Advanced With a Showing of 9½%

Winnipeg.

WHITE LEAD advances a further 9½ per cent. on old lists as a result of the week's activities. The new prices are inclined to be of a high nature on account of previous advances that have occurred, involving this line. Scarcity of raw materials is said to be the chief factor responsible for this new raise in prices. To-day's ruling prices show:

White Lead.—Decorators' Pure, 1 lb., $23.75; 2 lb., $23.75; 5 lb., $23.25; 12½ ib., $21.75; 25 lb., $21.25; 100 lb., $21.25 per 100 lbs. Decorators' Special, $20.25 per 100 lbs.

Linseed Oil Rises Another 10c Per Gallon

Winnipeg.

LINSEED OIL again shows further advance to the extent of 10 cents per gallon. This market is at present most unsettled, and it is expected that even higher levels will be reached as far as prices are concerned. Little change from this order is anticipated until such time as more flax seed comes to the crushers to counterbalance the very poor supply of this commodity now in sight. To-day's prices are:

Linseed Oil.—Raw, $2.85; boiled, $2.88 per gal., barrel lots.

Turpentine Up; New Prices Increase 35c Gal.

Winnipeg.

TURPENTINE also advances, with the week's changes, 35 cents per gallon. It is said such an acute scarcity exists at present in this line that dealers are having to sell in restricted quantities to make the supply carry them through. Very little hope, it is stated, can be entertained as to possible relief appearing till crops comes in. The new prices quoted are:

Turpentine. — Barrel lots, $3.75 per gal. Cases of 2-5s, $38.70; cases of 1-5s, $19.45 each.

Putty Advances 1c Lb.; New Price Holding Firm

Winnipeg.

PUTTY. — As predicted by HARDWARE AND METAL in the previous issue, putty advances 1 cent per lb. on old prices. The chief cause of this new increase, it is said, is due to a present scarcity of raw materials, especially whiting. It is believed, however, should more plentiful supplies be forthcoming it will relieve this market to an appreciable extent. The new prices quote:

Putty.—1½ lbs., 16¾ cents each; 5 lbs.. $10.70; 12½ lbs.. $10; 25 lbs., $9.30; 50 lbs., $8.70; 100 lbs., $8.70 per 100 lbs.

Stillson Pipe Wrenches Show a 14% Advance

Winnipeg.

PIPE WRENCHES show further advance to the extent of 10 per cent. on old lists. Scarcity and high prices of raw materials are said to be the cause of this latest increase, coupled with the present high rate of exchange. The market now appears firm and further advance is not necessarily looked for at present. The new net prices are:

Pipe Wrenches. — Stillson, 6 inches, $1.25; 8 inches, $1.40; 10 inches, $1.56; 14 inches, $2.20; 18 inches, $3.12; 24 inches, $4.53; 36 inches, $8.44 each.

ENGLISH WHITING CANNOT BE OBTAINED AT PRESENT

In discussing the whiting situation with Arthur W. Brown, general manager of A. Ramsay and Son Company, Ltd., Montreal, HARDWARE AND METAL was informed that the difficulty of getting ample supply is much intensified because of the freight situation. "It is almost impossible to get freight space," said Mr. Brown, "and the manufacturer, while he has orders placed, does not know when he will get delivery or what the price will be. Then, again, the production has been interfered with by labor troubles. It makes a very serious situation and outlook."

This indicates how difficult it is to promise delivery of putty and kalsomines, and it is, as Mr. Brown further pointed out, "only by ordering far ahead that the manufacturer is able to take care of orders."

CATALOGUE AND BOOKLETS

Aluminum Specialty Co. of Canada

Aluminum Specialty Company, of Canada, Toronto. have issued a new 20-page catalogue. The new catalogue describes their full line of aluminum ware such as tea kettles, sauce-pans, rice boilers, basting pans, tea pots, coffee pots, preserving kettles, roasters, potato mashers, ladles, measuring and drinking cups and many other lines, for household use.

The catalogue is well illustrated and describes several of their methods of manufacture. Readers of HARDWARE AND METAL, wishing a copy, may have one on request.

SOLD OUT OF TRAPS

Kingston, Ont., March 24.—The man who has any muskrat traps to sell had better pay a visit to Kingston, for they are at a premium at present, owing to the high ump in the price being paid for rat skins.

For two weeks farmers, farmers' sons and many citizens, have been buying up the traps and the haunts of the muskrat in the marshes, creeks and lakes are being thoroughly searched. Hundreds of youths, who never before bothered traps, are fired with enthusiasm, and the prospect of getting some of the big money offered for the skins.

The local hardware stores have sold out and are unable to meet the demands, because, as one merchant explained, that the traps cannot be obtained in Canada. The wholesalers are completely out.

TRUTH IN ADVERTISING

Hardwaremen as a general rule do not exaggerate in their advertisements. They are in some cases rather inclined to be careless. Anyone who has kept in close touch with the advertising put out by the retail hardware trade of Canada during the past few years cannot help but note the great improvement which has taken place in hardware advertising.

Is the Customer Always Right?

An Interesting Subject Treated From Practical Standpoint—How Sales Conferences Worked Out—A Word to Proprietors

IS THE customer always right? Jack Gibson wrestled with this question many days while planning to develop his paint department into a greater profit producer.

He sought earnestly for a way to solve this much-mooted problem in paint and varnish merchandising.

Here is how he solved it for himself and his paint business:

"The customer is usually 99 per cent. right in what he wants and the ultimate service he desires his purchase to perform.

"But too often he is a long way off in the full understanding of his purchase and the methods by which it should be used to obtain that service.

"Here's where the trouble starts," was his first conclusion, and there is scarcely a merchant but has recognized its truth at some time or other in his sale of paints and varnishes.

How to put each customer on the right track and keep him there was the next problem.

"To whom did this duty belong?" was his query to this.

"Plainly the man who bought paints and varnishes, lacking a full understanding of their use, was not in a position to right his own ignorance.

"That ignorance might be honest, but the wrath it produced didn't breed good will for his business nor his line of paint.

"And there was no one else much concerned in the matter but myself, so I guess it's up to Jack Gibson," was his conclusion.

"We've got to do more than merely wrap up their purchases, tap the cash register and hand them a receipt. We have got to extend some form of service that will reach out to the time the stuff is actually on the job — and staying where it is put."

To get himself and his clerks into a realization of the customer's aims and attitude toward their paint and varnish purchases appealed to him as a practical solution of his problem.

"So I decided to put my own and my clerks' methods of making sales under the microscope," he added in revealing his solution.

"Realizing that besides being a merchant I was also a consumer and customer so far as my own private needs were concerned, I decided to become a customer at my own store instead of taking goods out of stock and charging them up to my own account.

"One night each week, after hours, I bought goods in all departments from each one of my clerks in turn. After my purchases were through, I paid actual cash, which went into the day's sales and was credited to the clerk making the sale. Then followed a free-for-all discussion by the boys themselves on the sales methods used. My part in the discussion was to maintain the customer's viewpoint.

"Did the boys take to it, and did it help sales? Of course, there was a good deal of rivalry to see who could take the most money out of the boss — but when the store was open to regular customers you could see every man hopping to his toes trying to make practical application of the lessons learned. Each one was keen to shove some new idea under that miscroscopic examination we held each week.

"Nor was it long before the boss had to hump himself to keep ahead of them in his new role.

"However, coming to the paint department. Here was where I wanted the big test of the idea to be made. I prepared, as I thought, some real snags for our star paint man, who was at bat that night.

"My idea was catching on with the boys much more rapidly than I had hoped for. This young fellow had been apparently laying back to catch me—and he did.

"It was no matter of imagination when I started in to buy paints and varnishes for a house that I was actually building for myself in a new section of the town.

"I told him in a general way what I wanted, but generalities didn't suit this fellow. He pinned me down to actual dimensions and a minute description of the style of my house. After he got all this down, he worked out carefully the quanties that I would need and gave many suggestions of the different lines that should be used; shingle stains for the roof, cement paints for cement work, different stains and varnishes for the inside finishes, etc., until I actually began to alter my own original plans for what I thought had already been settled on.

"Then I began to place my order, beginning with knotting shellac.

"'What kind of lumber have you used?' he asked.

"I told him.

"'An unusually sappy wood, isn't it?' he replied; 'I think I would use our special primer on those knots and sappy spots.'

"'But that'll be extra work,' I retorted.

"'Well, if you don't take extra care of that sappy wood it's bound to show up through the paint'— and then he went on to explain the reasons for the use of this primer.

"I bought some of that primer.

"'What's the cheapest thing you can give me for a first coat?'

"'You don't want the cheapest for first-coating — you want the very best,' was his come-back. And then he went on to explain that the priming coat was the most vital part of painting and that on it depended the whole life and wearing qualities of the finishing coats.

"Nor could I wiggle past his arguments," chuckled Gibson in relating the incident.

"'And I'd let the primer stay for three or four weeks before the finishing coats are put on,' he added.

"'Why?' I asked. 'I want to get through the job in that length of time.'

"Then he explained that too much haste too often spoiled good painting and that the primer being of the first importance, it should be absolutely hard before the other coats are applied. Besides, it allowed the surface to become thoroughly seasoned and lessened the possibility of checking.

"I must confess I learned something there that I didn't know before.

"When it came to a selection of colors I purposely chose the most outlandish shades possible, but he mated me by placing his paint paddles side by side and showing how these colors clashed in comparison with other combinations that he made up. He also pointed out the combinations that were most suitable for my particular style of house.

"I can't tell you the whole yarn in detail, but that boy had a bit of sound advice on top of every move I made.

"I suggested barn paint for the garage and again he questioned the advisability of spoiling a good job on the house by setting a second-rate one alongside of it.

"And so it went all down the line; then when I thought I was through he cornered me into buying an extra lot of paint that I had no intention of doing.

"'What are you going to do with your old home when you move out?' he persisted.

"'Rent it, I guess — why?' I asked.

"'Wouldn't it rent better and quicker if you had it painted up, too?'

"There wasn't any argument against that, so I bought — after running the whole gamut of questions and advice he had on tap about fixing up an old house.

"Not only did he keep me in line to buy the very best goods he had, but he actually sold me twice as much as I had intended buying. What's more, I actually followed every one of his directions and I never saw two better jobs of painting.

"There was a long discussion over our sale that night, for the boys plainly saw that this chap had his customer feeding out of his hand at every turn.

"I asked him what was the principal idea that he kept in mind in his selling method.

"His reply was that he had put into practice his ideas of keeping his customer from going wrong as far as he possibly could. That by pointing out the best methods of using his goods it en-

MOORE'S
Pure Linseed Oil
HOUSE PAINT

GUARANTEED
Absolutely Satisfactory or Money Refunded

A GOOD HOUSE PAINT is the backbone of any line of paints and in this respect we have to offer MOORE'S pure linseed oil HOUSE PAINT, which has, through its merits and past performances, made a very enviable and well-earned reputation for itself.

MOORE'S HOUSE PAINT is backed up by a complete line of paints, varnishes and enamels for every purpose. All First Quality Goods, covered by the same straight guarantee and sold to the dealer at prices which enable him to make a BETTER PROFIT than any other line on the market.

Prices, Shade Cards and other Descriptive matter gladly furnished on request

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. Blakeney, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

abled him to obtain the greatest service from his purchases. Furthermore, he added that he believed it was the only method of preventing returned goods and those disagreeable come-backs that arise mainly out of misunderstanding of their intended use.

"Another thing he pointed out and proved was that customers in buying paints and varnishes can always be made to throw themselves open to increased purchases if the salesman will only take the trouble to step in and take advantage of them with sound, sensible arguments."

Gibson had no hesitation in admitting that this young man had helped him prove that the customer may not always be right, but that a great deal could be done in placing him right in the purchasing of his paints and varnishes.

Unconsciously, maybe, but service was the guiding star of that young man's selling methods. And that service was being measured up in actual value to his community, his customers, his store and himself.

Of you who are bosses in the store may be asked: Are you training your clerks into methods of service beyond the actual sale of goods across the counter?

Save the Surface Plans for 1920 Campaign

THE plans for 1920 of "Save the Surface" Committee are more extensive than those for 1919, and include a considerable number of new publications through which publicity will be given to the consumer. This means that the public mind will be kept centered upon the importance of paint as a conserving as well as beautifying agent, and herein lies the important advantage for a hardware man. It is claimed that in the publicity which has been arranged for during 1920 fully 1,000,000 rural residents of Canada will be reached through the special advertising which has already been laid out, and for which copy has been prepared. In addition to this a large campaign has been arranged, which will bring to the attention of urban population the advantages of using paint and varnishes, and it is estimater that more than 2,000,000 more will be reached than those which were reached in the publicity of 1919. In all the total number reached will amount, it is said, to between six and seven million. This would almost seem to cover fully and entirely the adult population of Canada from coast to coast.

The spring campaign of the "Save the Surface" committee has already begun and will continue with increased emphasis until early in June. After a short recess during the hot summer months the campaigning will recommence in August and continue for about six weeks. This will serve to emphasize the value of fall painting, which has long been argued as a proper and good season in which to paint.

Last year retail merchants who linked up with the "Save the Surface" campaign found it profitable. Some of these merchants, among other things, used cuts of the slogan which has been adopted. "Save the Surface and You Save All," and in this way identified their stores with the big movement. This was a co-operative idea, and the continuation of it this year will appeal to those who used it last, and to many more who did not use it, but who will immediately see the advantage of linking up in this way their local campaign. This may be done through using printed literature and also in the local newspaper advertising. HARDWARE AND METAL understands also that electros of the larger advertisements which have been prepared will be forwarded to those who will make use of them in their local paper. This will enable the dealer to further the scheme in his own territory.

Throughout the whole effort to put sales across in a big way the window display should be given special attention and will doubtless assist materially in securing added interest to the active movement for paint. Time spent in this way will be amply repaid by returns secured through the cash register. A little talk beforehand will enable the window dresser to plan some unique displays, which should be very effective.

Plan Early

One of the advantages to be gained in selling prepared paint and specialties is that of making preparations early. This has been proven many times and in the experience of the writer it has been found advisable to secure interest on the part of the consumer long before he will need to use paint. The mind does not grasp the necessity, very often, of using such products until the season is well started. The hardware man who plans his campaign early will find it to his advantage later and the going will be much easier if an early start is made and plans matured now.

CONDEMNS DRY POWDER

J. Grove Smith, Dominion Fire Commissioner, Ottawa, has the following to say in "Conservation" regarding fire extinguishers:

"Although dry-powder fire extinguishers are sold to a gullible public in increasing numbers, they are all, without exception, practically worthless. Tubes costing $3 each contain materials having an average value of eleven cents. Chemical analysis of thirty-one tubes of various makes shows the contents to consist of approximately 60 per cent. common baking soda, 26 per cent. fine sand, 8 per cent. pulverized chalk and 4 per cent. coloring matter, chiefly iron oxide. The inefficiency of dry powder extinguishers was made the subject of searching investigation by a special committee appointed by the British Home Office in March, 1916. Their report contained the following statement: "The use of dry powder fire extinguishers is to be depreciated as not only giving a misleading sense of security but being practically useless for extinguishing or controlling fires."

Of an entirely different character are the small one-quart chemical extinguishers sold under different proprietary names but all containing carbon tetrachloride as the extinguishing fluid. These have the great advange of being easily handled by women and children. When subjected to heat, carbon tetrachloride generates a heavy non-inflammable gas that will extinguish fires under circumstances where water would be useless.

A GLASS DEAL

Bought Back Old Glass at Almost Double Price After Six Years

An instance that goes to prove the phenomenal rise in the price of plate glass occurred when James Piper of the J. & T. M. Piper hardware store, Fort William, Ont., salvaged a plate of glass from the windows of the old Peltier Block, corner of May and Donald Streets. Mr. Piper bought back this plate of glass today, paying $63.00 for it to the mortgage company owning the block. Mr. Piper stated that he put in this same plate to replace a broken one in the year 1914. "I sold the plate at that date for $35.00 and made a profit on it," said Mr. Piper, "so you can gain some idea by comparing that price with the price I paid to-day for it, after six years of use, as to how plate glass has gone up since the war."

TURNOVERS NOT LEFTOVERS

Turnovers not leftover should be the slogan of the retailer.

A "going inventory" is the greatest possible advantage to the dealer and is so proven by the largest and most progressive of business men, who would not incur the expense if it were not profitable.

If it is advantageous to Armour and Company, the California Packing Corporation, Marshall-Wells and Company and thousands of others it would pay you. Such concerns can tell you at a moment's notice the quantity of any commodity that they own, also where it is located, in which one of their many branches or factory plant, and were it not so they would never be able to conduct such an enterprise. With such information recorded, one can see at a glance the quantity of goods purchased, the cost, the sales, how long they were in stock and with such a visualization they are prepared to hurry up the turnovers and you will have your total expenses for the year. Divide this figure by the total of your sales and it will show profit.

The turnover can be accelerated by good advertising, by placing in conspicuous position and by co-operation among the sales force, but the foundation of the knowledge that begets the

Paint for Neglected Barns

There are barns without number that have been neglected the last few years due to the war, lack of help and various other causes. Many of them have reached the point where they can't weather another year without serious loss to the owner. Thousands of farmers must paint this year.

This means big business for you

Provided you are in a position to take advantage of this opportunity *now*. Stock up at once with a complete line of Glidden Barn Paints and go after your share of this profitable farm business.

Not only barns have been neglected, but the homes and implements as well. Whatever the need, there's a Glidden product for every purpose.

Write to-day for complete plan and selling data.

THE GLIDDEN COMPANY, Limited

Toronto, Ontario

Branches: Montreal and Winnipeg

HIS NOVEL RULES

Continued from page 44

he acquired a piece of property and built a home for week-ends and summers. He has always kept it very simple, but he has steadily added to it.

"His New Canaan home expresses his personality. He has built houses for his two married daughters on the place. When he can he goes out every night in summer, and in winter usually at the week-ends. It comprises some 200 or 300 acres with woods, pond and stream. It is all quaint, artistic and interesting, without being expensive. He has built his house over two or three times. Everything about the pond, stream, dam, garden, stables, flowers, etc., typifies his own ideas. It is really illustrative of the man that he went ahead and built up the place according to his own ideas.

"He is always in fine physical condition—although he smokes more cigars than any other man I ever knew. He is extremely hospitable. He always likes to have his friends out at his place and his friends, you may be sure, like to go there He is very fond of people. No man in the Bell system has more intimate friends. He is generous, never self-assertive, never complains. He will fight for the company at the drop of the hat, but not for his own interests. Where his own interests are concerned he leans backward to give the other fellow a chance. One of his characteristic sayings, which he is always emphasizing, is: 'Please the customer.'

"He is very widely read. His reading covers a broad range, with no particular preference that I know of.

"In a few words, Mr. Thayer's chief characteristics are his resourcefulness, his ingenuity, his industry, his modesty, his sociability."

I found it extremely difficult to worm out of Mr. Thayer very much in the way of pointers on winning success. In the course of a recent evening spent with him, however, he did drop, incidentally, a few sage sentences. For example:

"A man can live decently on a small amount of money. The trouble with most people, however, is that they are anxious to put up a bluff that they are richer than they are. There's nothing but foolishness, discontent and trouble in this way of living."

"It's ideas that count most. When a man reaches the executive stage he should not let himself become so cluttered up with details that he has no time to think out new plans or policies or improvements. Get subordinates to look after everything which doesn't need your own personal attention."

"One advantage, one satisfaction, of being in a big organization is that you can afford to surround yourself with men each one of whom can do his particular job better than you could do it."

"The secret of success in any large organization is simply organization. The chief duty of an executive is to see that all parts fit into one another, see that materials of all kinds come along as needed, and everything else functions without hitches. Management has as much to do with making profits or losses, as labor."

"Most men when they enter a business, particularly a large business, feel discouraged over the slow rate of progress they make for a year or two or longer. They are inclined to get it into their heads that it doesn't matter very much whether they do their work better than the other fellow or not, that everybody is treated pretty much the same, the industrious fellow faring no better than the fellow who doesn't exert himself to do his best. Now, if there's one thing life has taught me it is that this way of thinking is all wrong. Sooner or later each man finds his level, just as water finds its level. The man of superior merit rises; the slacker slides backwards."

"Patience is not only a virtue, but in nearly every instance a necessity. Young men must learn and assimilate the truth that neither Rome nor a reputation worth having was ever built in one day or one year. The best antidote for impatience is to forget yourself in what you are devoting your life to accomplish. Make the most of your job whatever it is, and your job in time will make the most of you, the most of which you are capable."

"Genuine satisfaction never comes from the monetary reward; it must come and does come from the effort you exert from the achievement you accomplish."

Still Climbing

Because he believes in doing thoroughly whatever he undertakes, Mr. Thayer has fought shy of accepting directorships in a large number of companies. Some time ago he consented to join the board of the National Bank of Commerce of New York and he soon acquired such a grasp of affairs that he was elected a member of the finance committee and takes a keen interest in the running of the institution. In the same way, when he was honored by being elected a trustee of his alma mater, Dartmouth College, he took up his duties with zest, and makes a point of attending meetings as regularly as lies within his power.

He finds his recreation in his family, his friends and his unique country home. Indeed, his country place is more than a home; he has made of it a cozy family colony.

Charles M. Schwab was conducting a visitor over his huge steel works at Bethlehem when the latter asked, "Whoever will you find to take your place?" "There he is!" instantly replied Mr. Schwab, pointing to a young man hurrying through the mill. The young man was Eugene G. Grace. In the same way Theodore N. Vail, if asked that question, would point to Harry B. Thayer. And Mr. Vail has a reputation second to none in America for being able to size up and select men

Save the Surface

The Movement to be Intensified to Embrace Travelling Salesmen and Merchants

Plans to tie up the salesmen and retail merchants more closely to the "Save the Surface" campaign occupied the time of the paint and varnish representatives in a recent convention at the Hotel Astor, New York. The convention was well attended from points all over the United States and there was a strong delegation present of Canadians, including the Canadian executive of the "Save the Surface" campaign. The day was given to discussing ways and means for bringing the "Save the Surface" message more closely home to the travelling salesmen and through them to the retail merchants and master painters of the country. Plans to implement the proposals put forward are now being worked out by the Canadian executive.

On the evening previous to the convention the Canadians were the guests of the advisory committee of the American "Save the Surface" campaign at a dinner in the Hotel Astor, when a very enjoyable evening was spent. After dinner there was an exchange of ideas with respect to the development of the campaign on both sides of the line. The chairman of the Canadian executive sketched in a brief way what had already been accomplished in the Dominion and outlined the future plans. Then a general round table talk took place which was most helpful to all present.

Among the Canadians attending the convention were Messrs. George Henderson, Brandram-Henderson, Ltd.; A. T. Black, Martin-Senour Co., Ltd.; J. Irwin, McArthur & Irwin Ltd.; T. Moneypenny and H. E. Mihell, Imperial Varnish & Color Co., Ltd.; F. J. Penberty, The Lowe Brothers Company.

Hamilton News

R. S. Simpson has been appointed manager of the hardware department of Stanley Mills & Co., Hamilton, to succeed Ellsworth Smith. Mr. Simpson, who has had charge of the department since the early part of the month, informed HARDWARE AND METAL that a good year was expected. At the present time the store is having its managers' sale, an event of some interest, but apart from this fact, Mr. Simpson stated that the department was showing an increase in its trade over former years. Little difficulty has been experienced in obtaining any lines.

Mr. Simpson, until last October, was with the Robert Simpson Co., Toronto. He came here at that time and was placed in charge of the toy department during the Christmas season. Later he assumed charge of the kitchen department, and was recently appointed to his present position. He has a most efficient staff under him, and has not found it necessary to make any changes.

The Luxeberry Painter Says:

"VARNISH WISELY OR YOU'LL VARNISH TWICE. I've known people to use cheap or unsuitable finishes that went shabby in a few months, so that an entire home interior had to be done over. I always use Berry Brothers' Varnishes, Enamels and Stains, because they last and look well until it is about time to rebuild."

The great and growing demand for Berry Finishes is based on the ever-widening knowledge of their superiority.

Partial List of Distributors of Berry Brothers' Products:

Wood, Vallance & Adams, Ltd., - Calgary, Alta.
Revillon Wholesale, Ltd., - - Edmonton, Alta.
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood-Vallance Hardware Co., Ltd., Nelson, B.C.
H. M. Bell & Co., Ltd., - - - Halifax, N.S.
Lariviere, Inc., - - - - - Montreal, Que.
L. H. Gaudry & Co. - - - Quebec, P.Q.
Wood, Vallance, Ltd., - - Winnipeg, Man.
Frank A. Gillies Co., - - - Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., - - - - - Collingwood, Ont.
Sanderson Pearcy & Co., Ltd., - Toronto, Ont.
Georgia Turpentine Company, - Montreal, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

A Seasonable Line all the Time

There is always a demand for

SIMMS

Better Brushes and Brooms

This is a line that does not stick on the shelf.
The customer must have brushes and brooms all the year round and wants nothing but **the best.**
Stock SIMMS famous line of Better Brushes and Better Brooms, and you have a stock that will keep moving.
Every sale means a sure repeat.
Here is our line of trade getter—

Brooms
Whisk Brooms
Lather Brushes
Paint Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes.

Order from our nearest branch.

T. S. SIMMS & CO., LIMITED
Makers of Better Brushes and Brooms for 54 Years
Head Office: St. John, N.B.
Montreal Toronto London

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, March 25. — Paint makers are extremely busy and are finding it somewhat difficult to keep pace with the movement. The raw material markets are not only high but it is difficult to keep ample deliveries coming forward as required. It is really only the early purchasing months ahead that has enabled manufacturers to take care of the trade's orders promptly.

Linseed oil is firm at $2.70 to $2.80 per gallon, with improvement so small as to scarcely be worthy of mention. Flax delivery is expected to be better from now on, and a week or ten days may record improvement. Turpentine is firmer than ever, with little encouragement in sight as to lower price or greatly augmented supplies. All lines are firm, with a steadily active demand for many specialties, as well as a very active sale for all staple products.

Little Improvement in Spot Oil Market

Montreal.

LINSEED OIL.—As yet there has been but slight improvement in the spot oil market, and crushers are far from pleased with the present conditions or with the outlook. The arrival of Argentine seed to these parts has been but limited. Some look for early relief from the West, but little has yet materialized. Prices are now firmly based at $2.70 to $2.80 for raw, in single barrel lots, and there is little to indicate an immediate recession from these prices. More of this fine weather will help, and so soon as seed can be secured in ample quantities there may be some reduction in the price.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 70	2 80
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 72½	2 82½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine at $3.50, and is Still Scarce

Montreal.

TURPENTINE.—At $3.50 per gallon there is little turpentine to offer, and some are not, at the moment, quoting on even small lots. There is a price of around $3.35 per gallon on large quantities, that is, in car lots, so that the single barrel price of $3.50 is not showing an excessive increase over the landed cost for the importer's lots. Demands will soon require a much larger stock of turpentine than is now available.

Turpentine—	Imp. Gal.
Single barrels	3 50
Small lots	3 57

(Packages extra.)

Scarcity Whiting Keeps Putty Firm

Montreal.

PUTTY.—Continued scarcity of the whiting required to make putty is quite as marked as it has been for some months, and there is not, at this time, much encouragement in the way of supplies being augmented at an early date. Freight space is scarce for bringing the product from the Old Country and production there has, in any event, been curtailed owing to labor troubles. The market is firm, but without quotable change.

PUTTY—	5 ton	1 ton	Less than ton
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.
Glaziers' putty—$1.60 per 100 lbs. advance on above prices.
Terms—2% 15 days, net 60.

White Lead in Oil Firm on High Basis

Montreal.

WHITE LEAD IN OIL.—The high prices announced two weeks ago for white lead in oil still rule. Pig lead is still in a firm position, there being little or no relief in the matter of supply. Prices are as follows on Government standard grades: five-ton lots, per 100 pounds, $19.50; ton lots, $20, and smaller than ton lots, $20.35.

Prepared Paint is Now Very Active

Montreal.

PREPARED PAINTS, SPECIALTIES.—The early advent of the spring painting season will serve to speed sales, and once they begin a stream of repeat orders will flow to the manufacturers and jobbers. In the meantime the various firms are finding their capacity taxed and are not looking for material increases, which would really make it difficult to overtake placed, as well as new business, promptly. The market undertone, in view of the pig lead and oil and turpentine markets, is firm. Specialties, too, are decidedly firm.

Big Glass Movement Will Reduce Stocks

Montreal.

GLASS.—As already referred to in HARDWARE AND METAL, demands of the trade for glass, when augmented by new spring business, will tax the capacity of the trade. With stocks not very heavy there is little question but that added business will further reduce what are already considered limited surpluses. The undertone is steady and unchanged, with little promise of any lower quotations.

TORONTO

TORONTO, March 25.—Turpentine is showing greater scarcity every day and many are wondering if present supplies will spread out till the arrival of the new crop, which is said to be delayed about a month at least. Linseed oil also is scarce and crushers state that seed is not coming to hand in sufficient quantities to relieve this situation.

Paint and paint specialties are moving freely and the demand is increasing with the approach of warmer weather. Glass, both plate and window, has developed a scarcity which may not be easily overcome. Putty is also scarce on account of the shortage of whiting. All in the trade are looking for a record year if supplies come to hand in sufficient quantities.

Prices Remain Unchanged For Varnish and Shellac

Toronto.

VARNISH AND SHELLAC continue to hold at firm prices, although higher prices in the near future would not surprise many. Shellac gum continues very scarce and spot deliveries are said to be almost out of the question.

Glass Still Scarce; Firm; Demand Increasing

Toronto.

GLASS.—Plate and window glass continues scarce, although jobbers state that fair shipments of window glass are coming forward. In reviewing the situation with a local importer who has just completed a business trip to Europe, HARDWARE AND METAL was informed that the Belgian manufacturers are showing great activity, although, owing to the world-wide scarcity of this commodity, it may be some time before they are able to ship supplies in comparison with nor-

A. Ramsay & Son Company

All Canadian Paint and Varnish Makers Since 1842

Experience, prestige and reputation count heavily in the volume of sales and turnover, as well as in the quality of the product.

It is but reasonable that in such a period of time improvements would be discovered in methods of production; in the product itself; and more advantageous distribution and co-operation with the merchant handling Ramsay Paints and Varnishes, effected.

Ramsay advertising has multiplied the number of consumers who know its merit so that they are ripened into a receptive mood for Ramsay products.

You cannot have too many advantages in your favor — handle Ramsay's.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Toronto **MONTREAL** **Vancouver**

Distributors :

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W. Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

mal times. He also stated that almost every country of importance had representative buyers at manufacturing centres, and that in nearly all cases any glass purchased was at a premium over standard quotations. One of the chief difficulties the Belgian manufacturer has to contend with is the difficulty of securing coal, as most of the important coal mines were flooded by the Germans during the recent war.

Prepared Paint Moving Well; Price Remains Firm

Toronto.

READY-PREPARED PAINT.—Paint is moving in good volume and the warmer weather is bringing in many inquiries. Present season is the in-between of the winding up of booked orders and the beginning of replacement orders, and manufacturers state that sorting and rebooking orders are beginning to come in good quantities, which augurs well for the coming season.

White Lead in Oil is Holding at a Firm Price

Toronto.

WHITE LEAD IN OIL, although moving in fair quantities in the belief of some, is not showing the activity which might be expected under more normal conditions and at lower prices, However, many merchants had covered their requirements for this commodity the latter end of 1919, and are now able to sell at comparatively lower figures and at a fair profit. Present quotations are firm and are as per current market pages.

Putty Prices Hold Firm; Whiting Still Scarce

Toronto.

PUTTY.—Putty is holding at firm, unchanged prices, and is moving in fair quantities. The whiting situation is not showing improvement and continues to be scarce. Providing the scarcity of glass were overcome it is the belief of many that a heavy demand for putty would be felt.

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Turpentine Scarce; Stocks Nearly Exhausted

Toronto.

TURPENTINE. — Turpentine stocks are said to be dwindling and many are wondering if the available supplies will spread out till the arrival of the new crop. This year's harvest is said to have been seriously delayed by cold weather, frost and rain, etc., and altogether the season has been very unsatisfactory. The present prices have been advanced 10 cents per gallon and the new quotations are firm and are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 60
2 to 4 barrel lots	3 59
5 gal. lots	3 75

Linseed Oil Prices Weaker; No Seed Coming

Toronto.

LINSEED OIL—Linseed oil continues to hold at high prices although slight reductions have been made by some. Flaxseed is said to be very scarce and crushers state they are not securing sufficient quantities of seed to make any marked relief. Argentine seed is not coming in quantities expected; this may be on account of the labor trouble there. It is believed that should the bulk of Argentine seed go to Europe this market would be very scarce. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

PITTSBURGH MARKETS

PITTSBURGH, March 25.—Since the steel ingot production report for February, referred to in last letter, came out the trade has had an opportunity to study the remarkable showing it made. It will be recalled that the report indicated that the production during February was at the average rate of 44,200,000 gross tons a year. This was a remarkably heavy tonnage, seeing that during the month the common reports were that the mills were averaging only 75 or 80 per cent. of capacity, while there had been no reputable estimate of capacity being greater than 50,000,000 tons. Either the mills were not hampered nearly as much by weather, by poor transportation conditions, and other factors, as had been assumed, or the capacity is materially greater than hitherto assumed.

The common conclusion in the trade, after studying the evidence, is that the reports of the mills being hampered in their operation in February were wholly or largely true, but that capacity is going to be found materially greater than has been assumed, whenever physical conditions permit of the mills operating at their greatest efficiency. Capacity may be found to be in the neighborhood of 55,000,000 tons of ingots a year, which would mean that the February production was 80 per cent. of capacity.

Still Better Supplies in Prospect

Whatever the capacity, the February production is an accomplished fact, and if under favorable conditions one-fourth or one-fifth more steel can be made, supplies will eventually be greater than was expected. Even now there are not a few reports of manufacturing consumers being comfortably supplied with steel, if not more than comfortably.

Supplies to consumers are better not only by reason of the increased production, but also by reason of better rail movement. The accumulation of finished steel at the mills have been reduced somewhat, while a more important factor is that freight is less delayed in transit. As the time shipments are on the road is decreased the quantity of steel delivered exceeds the quantity shipped in the same period from mills.

The position of jobbers is different from that of manufacturing consumers. Whether because the mills have definitely given preference in the past few months to manufacturing consumers rather than to jobbers, or because the call upon jobbers' stocks has been especially heavy, nearly all the jobbers are practically bare of stocks.

Railroad Buying

The railroads are buying quite cautiously. Freight car orders placed thus far make no large total, and orders placed plus present inquiries in the market total only about 50,000 cars. However, such an amount of car buying would keep the car shops busy until late in the year, as they will require some time to get into quantity production. There is very little bridge and other structural work coming from the railroads, while rail orders are small, nearly all the year's requirements being covered by previous purchases. The requirements are only for replacement purposes, there being practically no track laying in contemplation at present. This will follow the formulation of comprehensive plans for improvements, to come later.

Price Trends

There is a very strong balance of probability that about April 15 or shortly thereafter, the American Sheet and Tin Plate Company (Steel Corporation) will open its books for sheet and tin plate contracts, for second half delivery in the case of manufacturing consumers and for third quarter in the case of jobbers, naming prices the same as hitherto adhered to, the March 21, 1919, or Industrial Board schedule, with blue annealed sheets, 10 gauge, at 3.55c; black sheets, 28 gauge, at 4.35c; galvanized sheets, 28 gauge, at 5.70c and tin plate, 100-pound at $7.00, base. Late in February sheets for prompt shipment sold up to a basis of 10c for common black, while in the past week or two the maximum has been about 8c. With the prospect of 4.35c being named on black sheets for second half, therefore, it is quite improbable that the Steel Corporation will make any general price advances. There is even considerable doubt now whether it will advance nails, as was expected, on the basis that an advance in nails would be in the nature of a readjustment, since the $3.25 price in the Industrial Board schedule is particularly low by reference to cost of production.

Are You Looking Ahead?

EVERY community has its dealers who anticipate the requirements of their customers and are always prepared with a sufficient stock to meet these requirements. The customer leans heavy on this judgment and foresight and he should not be disappointed. When the potato bug season arrives "Mr. Dealer" will you be prepared to meet the demand with a stock of

MUNRO'S PARIS GREEN

STRICTLY PURE

(Government Standard)

Manufactured by

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION C

	Blk.	Lesmok	Smkless.
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32 30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44 40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30 30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION

Advance 25% on Dominion list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.....	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base add to list as follows:

Group 2....$	.25	Group 3....$	.50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz..........	$17 50
No. 2, doz..........	20 00
No. 3, doz..........	22 50
No. 4, doz..........	24 50
No. 5, doz..........	27 00
No. 6, doz..........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb..............	$4 00
No. 2 x 50, lb..............	5 00
No. 3 x 60, lb..............	7 50
No. 4 x 100, lb.............	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $3.25.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....$	6.00	18/16.....$	12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.
Discounts being revised and jobbers' prices now higher.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1—18 x 24	9 80	10 80
2—18 x 28	11 00	12 65
3-20 x 30	12 60	13 75

BOARDS, IRONING — Dozen

No. 1, Daisy	$27 60
No. 10, Daisy	32 00
No. 31, ...	11 00
No. 33	17 00
No. 35	33 00
No. 36	37 00
Perfection	34 50

BOARDS, SKIRT—

No. 11, doz.............. 12 60

BOARDS, SLEEVE—

No. 3 dozen..............$ 6 00

BOARDS (Wash) Zinc — Doz.

Baby Globe	$2 50
Beaver (brass)	8 00
Canada Glass	6 60
Competition Globe (metal)...	4 25
Diamond King (glass)	7 50
Enamel Queen	8 50
Glass Globe	7 50
Improved Globe	5 40
Jubilee	6 05
Neptune	6 15
Newmarket King	6 05
Original Globe	5 90
Pony	2 50
Royal Globe	5 40
Solid Back Globe	5 90
Standard Globe	5 15
Surprise	8 50
Supreme Zinc	5 15
Western King (enamel)	8 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($2 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 55%. Tire Bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS — Base

Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 35
Tubing, seamless, base	0 43

F.O.B. Montreal and Toronto.

BROOMS — Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS — Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.
Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS — Dozen

Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80 No. 1, $28; No. 2, $33.75; No. 3, $44.75.
Russwin—Dozen: No. 0, $24.50: No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9: No. 1. $9: No. 2. $10: No. 3, $11; No. 4. $15; No. 5, $16.
List prices power churns—No. 0, $11: No. 1. $11: No. 2. $12: No. 3, $13: No. 4, $17: No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER — Gross

Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
F.O.B. Montreal, Toronto, Hamilton.	
Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS — Per Doz

Leader Clothes Dryers	$10 85
Clothes Bars, No. 1	14 10
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$10 75	$21 50
5 ft.	13 50	27 00
6 ft.	16 50	33 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths..	$6 25
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 35
19—6-strand, 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal. Toronto. London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, net list; trace chains. list; dog chains, 12½%; halter chains, 12½%; tie-out chains. 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— — Doz.

No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER — Mont. Toronto

	Base	Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 39
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 43
Plain Tinned, 16 oz. and heavier, lb. ...	0 45	0 47
Polished and Tinned, 16 oz. and heavier, lb.	0 50	0 52
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 04
No. 7, lb.	1 03
Nos. 8, 9, 10, 12..........	1 02

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

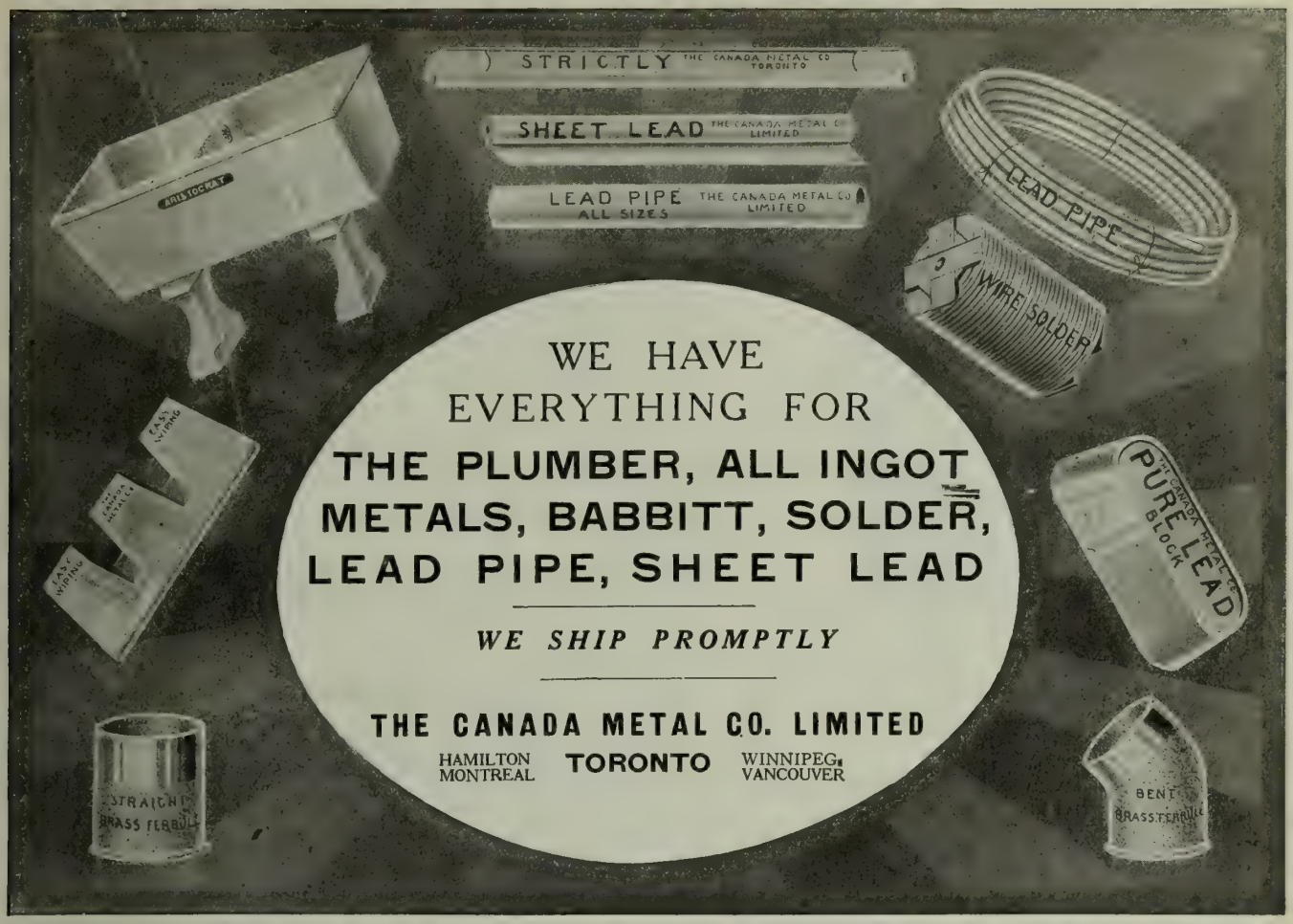
2 ft. 8 in., doz............	$34 80
2 ft. 10 in., doz...........	$5.40
3 ft. x 7, doz..............	[illegible]

F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.
List each.

⅛.........	$0.45	19/32......	$1.20
5/32....	.45	⅝.........	1.30
3/16....	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.1[illegible]



WE HAVE
EVERYTHING FOR
THE PLUMBER, ALL INGOT METALS, BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

WE SHIP PROMPTLY

THE CANADA METAL CO. LIMITED
HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

Are There Factories In Your Town?

Factory workmen are the best of all prospects for bicycles.

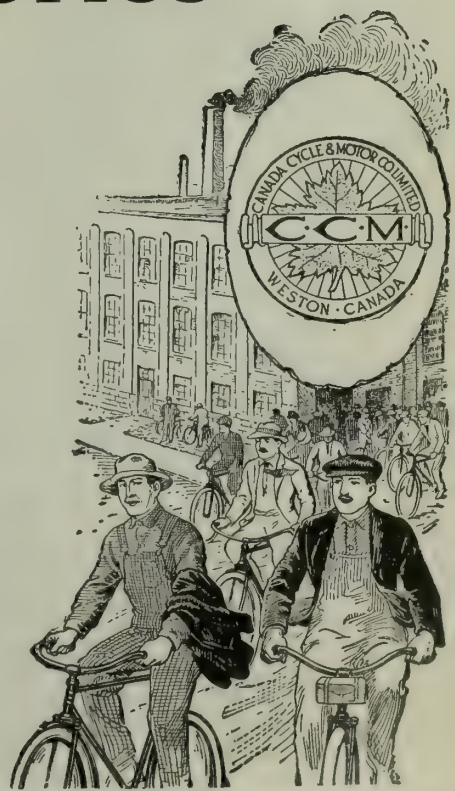
If there are factories in your town—particularly if there are any located near you—it will pay you to canvass the men or in some other way show them what a bicycle can do for them.

Skilled workmen admire and appreciate the skilled workmanship that their trained eyes can see is put into

C·C·M· Bicycles

Therefore, it is easy to sell them any one of these famous lines:—

CLEVELAND—COLUMBIA—RED BIRD—MASSEY—PERFECT—GENDRON—IVANHOE



The Canada Cycle & Motor Company, Limited
Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 22½%; cast bushings, 22½%; unions, 37½%; plugs, 20% off list.

Class—	Black	Galv.
A	0 60	0 75
B	0 27	0 37
C	0 18	0 27

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.

Standard couplings, 4-in. and under, 30%.

4½-in. and larger, 10%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$24 00
Do., 9-16 in.	36 00
Jute, 7-16 in.	18 60
Do., 9-16 in.	31 80

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 20%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 60
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Canadian Beauty Electric Irons—New Style, each	5 44
Hotpoint Domestic Electric Irons, each	5 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 35
Crescent	0 30
Household	0 26
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 8 ft. only	0 27
Gardner, No. 1	0 24
Do., No. 2, bolted	0 27
Dominion, No. 3	0 28
Do., No. 4, bolted	0 31

Single and Fruit Picking

10 ft. to 16 ft. .... 24c ft.
18 ft. to 20 ft. .... 25c ft.

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

		Per ft.
20 to 32 ft.	$ 0 26	$0 27
36 to 40 ft.	0 28	0 30
44 ft.	0 30	0 33
Over 44 ft.	0 42	0 40
Special quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

		Dozen
Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby....$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor asher, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD

Canuck—

No. 4, dozen	$36 24
No. 8, dozen	40 92

Universal—

No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$14 00
O-Cedar, less handle	12 60
Do., with handle	14 70
S. W. Mops, complete	6 00
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b London, $5.45 base; Toronto, Hamilton, Milton, $5.70 base.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalised on above points.

Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur Fort William, $6.00 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

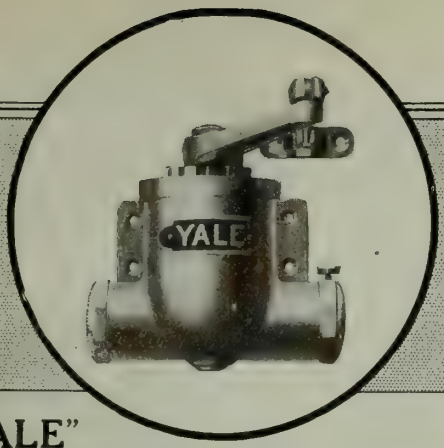
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, f.o.b. London, 60%.

NAILS, CUT

London, $6.75 base; Toronto, $6.75

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.



"YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

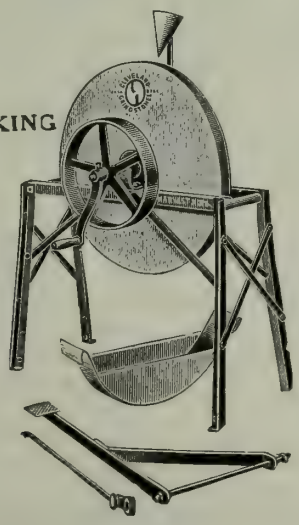
American Enamel Products Co.

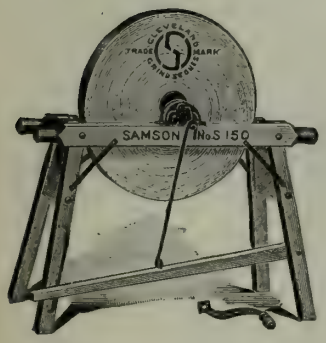
CHICAGO, ILL.

CLEVELAND GRINDSTONES

MEET YOUR NEEDS

HARVEST KING





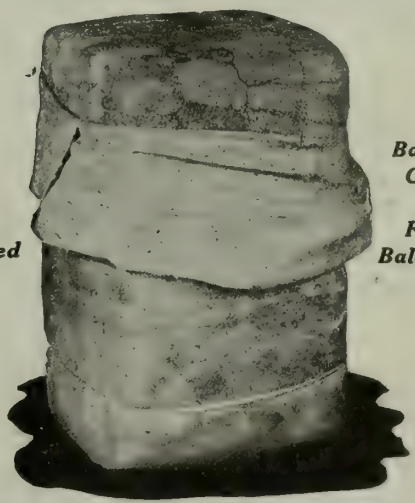
THE CLEVELAND STONE CO.

UNION BLDG. CLEVELAND, OHIO

Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

SPONGES

(British and West Indian)



Highest Quality Unbleached

Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)
Head Office and Warehouse
247 St. Paul St. West, Montreal.
Toronto Office 8-10 Wellington St. East, Toronto, Ont.

NAILS (HORSE)

C Brand

Size Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

Net Price List

No.	Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

	Per rod
Invincible—1640	**$0 75**
1848	**0 85**
2060	**0 95**

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American) $22 00
Clipper (spun) 22 00
Clipper (unspun) 20 50
U.S. Navy (spun) 21 50
U.S. Navy (unspun) ....
Plumbers (spun) 12 00

F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal. 0 26½
Palacine, gal. 0 29½
Gasoline, net, gal. 0 37

Gallon

Black oil (summer) 0 18½
Black oil (winter) 0 19
Imperial Kerosene tractor 1 25
Capital cylinder 0 82
Machine oil, regular grades 0 43½
Standard gas engine oil... 0 48
Paraffine 0 27

List, less 15% on above.

Polarine Oil, list 1 25
Polarine Oil, heavy, list.. 1 25
Polarine A, list 1 25
Gargoyle Mobiloil E and Arctic 1 40
Gargoyle Mobiloil, B........ 1 80
Gargoyle Mobiloil BB........ 1 75
Gargoyle Mobiloil A........ 1 50

List, less 25% on above.

Fuel oil, bbls. net 0 13
Fuel oil, tank cars, net ... 0 11

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute $0 20
Coarse jute 0 15
Hemp 0 34
Square braided hemp........ 0 38
No. 1 Italian **0 44**
No. 2 Italian **0 36**

F.o.b. Toronto, Montreal.

PAILS, WOOD Doz.

2 Hoop $4 60
3 Hoop 4 85
Stable 7 65

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 30	
Dry Fibre, No. 2, Anchor	0 80	
Tarred Fibre, Anchor, No. 1	1 40	
Tarred Fibre, Anchor, No. 2	0 97	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 87	
"Stag" Sheathing	0 87	
Tarred felt, per cwt.— 7, 10 and 16-oz	5 30	
Cyclone (dry)	1 23	
Cyclone (tarred)	1 33	
Joliette (sheathing)	0 87	
Joliette (tarred)	0 97	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	**0 12**	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	6 50	
Straw, sheathing, heavy, dry, cwt.	4 85	
Do., tarred, per cwt.	5 00	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross $22 00
2-lb. pkgs., gross 42 00
In barrels 250 lbs., lb..... **0 12½**
Barrels of 5 lbs., cotton bags, lb. 0 13½
In kegs 125 lbs., lb. 0 14
In 50-lb. boxes, lb. **0 16**
In 25-lb. boxes, lb. **0 17**

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. **Montreal and Toronto.**

PINS, CLOTHES Per case

5 gross, 4-in. (loose) 2 00
4 gross (cartons). 4-in........ 2 00
Spring, 2 grs. box ....

F.o.b. **Montreal and Toronto.**

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$ 6 00	$ 8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	...
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

Standard Lapweld

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
	Per 100 feet			
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa. Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. **15%**
Medium and extra heavy pipe, 2, 3, 5 and 6 .... 10%
Medium and extra heavy fittings, 2 to 6 inch........ 25%
8 inch pipe and fittings........ **5%**

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl........ 10 00
Navy pitch, per bbl........ **6 50**
Coal tar pitch, per cwt........ 1 20

F o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz........ $13 20
Triumph, doz. 12 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	24 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28, 112 sheets.	....	32 00
IXXX, 20x 28 56 sheets.	....	17 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles 2 10
12-oz. bottles 4 20
1-qt. can 10 50
½-gal. cans 16 80
1-gal. cans 25 20

Net.

Liquid Veneer— Doz. Net

4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$2 95	$3 25
No. 2	3 45	3 70
No. 3	3 85	4 05

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. **Montreal, Toronto, London.**

ROOFING Per square

	Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1-ply	....
Everlastic, 2-ply	....
Everlastic, 3-ply	....
Panamoid, 1-ply	....
Panamoid, 2-ply	....
Panamoid, 3-ply	....
Red Star Ready Roofing, 2-ply	2 00
Do., 3-ply	2 35
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis 35½
Beaver Manila basis 28
New Zealand hemp basis ... 28
Sisal basis **22½**

Above quotations **are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.**

Single lath yarn basis **22½**
Double lath yarn 28
Yacht marline, tarred 57
Halyards 50
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 43
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in. 0 93
Do., 5-32 in. 0 92
Do., 3-16 in. 0 89
¼-in. and up 0 83

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

Each

263, 50 ft. Challenge, Steel $4 90
103, 50 ft. Reliable Jr., Steel 4 95
243, 50 ft. Rival, Steel 4 25
1243, 50 ft., Rival Jr., Steel 3 95
603, 50 ft., Metallic 3 45
604, 66 ft. 5 95
403, 50 ft., Linen 2 40

Dozen

713, 50 ft., Ass Skin 7 25
714, 66 ft., Ass Skin 8 65
143, 3 feet, Steel Pocket........ 7 50
146, 5 ft., Steel Pocket........ 10 20
175, 5 ft., Linen Pocket........ 5 90
165, 5 ft., Cotton Pocket........ 1 50

F.o.b. Montreal, **Toronto, London.**

SANDPAPER

B. & A. **sandpaper, 12½% off list.**

Star **sandpaper, 12½% off list.**

B. & A. emery cloth, 52½% on list.

F.o.b. **Montreal and Toronto.**

SCALES

Champion—	**Scale List**	**Stamping extra**
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright 72½%
Wood, R.H., bright 70%
Wood, O.H., bright 70%
Wood, F.H., brass........ **55 %**
Wood, R.H., brass........ **52½%**
Wood, O.H., brass........ **52½%**
Wood, F.H., bronze........ **50 %**
Wood, R.H., bronze........ **47½%**
Wood, O.H., bronze........ **47½%**
Square cap **20**
Hexagon cap **20**

Made for Men Who Know Tools

They stand up under critical examination. The set of four pin punches, made of Mayhew-quality steel, shown below, have the patented knurled, non-slipping handle. The points are four inches long and are 3-16, ¼, 5-16 and ⅜ in diameter.

The Bushing punch has a patented point that grips — it won't slip off the bushing. It is made of the same hand-forged, electrically tempered steel and is fully warranted.

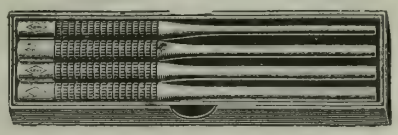
MAYHEW STEEL PRODUCTS, Inc.
291 Broadway, New York City

CAMPBELL AGENCIES
McKinnon Building Toronto, Canada

"Every Blow of the Hammer Refines the Steel"

No. 600 Bushing Punch

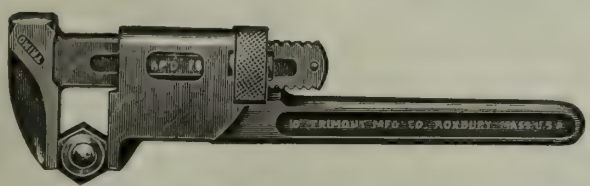
No. 596 Pin Punch Set



MAYHEW
MADE
TOOLS
ARE RIGHT

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.

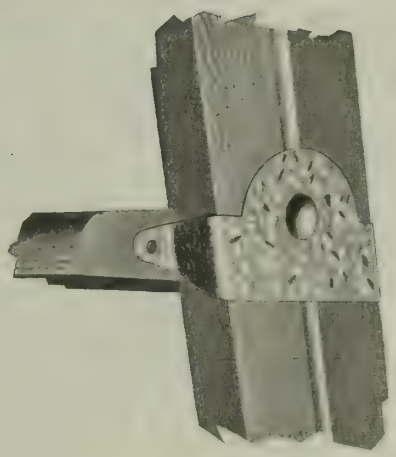


The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

Head Office and part of Machine Shops at Fergus now far too small for volume of business that we are handling. We are building extensively in Fergus this year.

Beatty Bros. Limited Bulletin



Showing galvanized strips that bind every step of BT Ladders to side

Iron Bound

Every step of the BT Iron Bound Step Ladders is bound to the sides with galvanized iron plates.

Steps are set in mortices in sides and nailed. The iron binding serves to prevent the nails pulling out. In addition, iron binding braces the ladder and helps to prevent wobbling or tilting.

Not only are steps bound in this manner, but parts of the back are bound together.

The housekeeper can work on the highest steps of this ladder in perfect comfort and security.

BEATTY BROS. LIMITED

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C. 16 Holborn Viaduct, London, England

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $14 00
1 loop 13 50
2 loops 13 00
3 loops 11 85

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

	Premier		Apollo	
10¾ oz..	$10 00	10 60	10 45	10 75
U.S. 28 ..	9 60	10 20	9 75	10 35
U.S. 26 ..	9 30	9 90	9 40	10 05
22 and 24.	9 15	9 75	9 20	9 90
18 and 20.	9 00	9 60	9 00	9 75
16	8 85	9 45	8 80	9 60
12 and 14.	8 20	8 70	8 55	9 45

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.
F.O.B. Hamilton and Toronto.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.b. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $12 50
S.M.P., per M. 27 50

Oil Burning Heaters. List
No. 525, each $7 50
No. 530, each 8 50
No. 630, each 11 50
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools ...	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Kegs 7 10

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$22 00
Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 16 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 5% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $24 00
No. 1, per dozen 21 00
No. 2, per dozen 19 00
No. 3, per dozen 16 00
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb.....$0 94½-0 95
Cones, 3-ply, lb............. 0 91
Do., 4-ply, lb............. 0 95

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 5%
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves......add 7½%

WARES, ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.

Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00. 5-16 in., $24.40; ⅜ in., $22.80. 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in. $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz......$68 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 75
Bright base 5 75
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 35%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

Talk No. 252

Ventilators

To remove foul air--
To supply fresh air!

A man may live without food for a month, without water for a week—but without air only a few moments.

So—why not have

Plenty of Fresh Air?

Air is one of the few necessities of life which is still cheap and plentiful.

Ventilators are universally made of Galvanized Sheets and for this work the material must be FLAT, TOUGH, WELL COATED—which is only another way of saying—**PREMIER GALVANIZED SHEETS.**

PROMINENT CANADIAN VENTILATOR MAKERS:

Geo. W. Reed & Co., Ltd., Montreal
B. F. Sturtevant Co. of Canada, Ltd., Galt
A. B. Ormsby Co., Ltd., Toronto, Montreal
Pedlar People, Ltd., Oshawa, Montreal, Toronto
Canadian Blower and Forge Co., Ltd., Kitchener
Sheldons, Limited, Galt and Montreal

Look for Talk No. 253 next week.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE

	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)

	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	30-32
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 100-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)

	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE

	Per lb
English sheet	0 35-0 40
White pigsfoot	0 50
Cake bone, 112-lb. bags	30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 20
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	52 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$.....	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 60	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)

	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2 15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett's Products.

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s(per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 10

Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 50
In kegs, about 250 lbs.	0 50½
In 50 lb. and 100 lb. drums.	0 51
In 25 lb. drums	0 52
In 1-lb. packets	0 54
In ½ lb. packets	0 56

F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto, Hamilton, London and Ottawa Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$14 00
Less, per lb.	0 16

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES

	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40
No. 1 Furniture extra, barrels, $1.80-$2.40 gal.; gal. tins $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
Jasperite Indestructo Floor P. & L. No. 61	5 06
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 50
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 20
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 98
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX

	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 [illegible]
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 7[illegible]
Gold Medal	0 4[illegible]
Ramsay's	0 44
Sherwin-Williams	0 54
Crown Diamond	0 4[illegible]

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75

F.o.b. Montreal, Toronto, London.

Gilders, bolted, in bbls.	$3 00

WOOD ALCOHOL

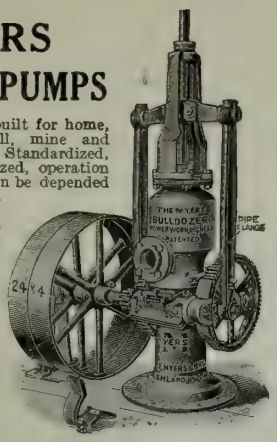
	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND OHIO

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

8/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	[illegible]	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour 45%

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	65 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.50 base, over 2-in and including 3-in., $6.25 base. Round over 3-in. to 6-in., $6.75 base. Round and square, 3/16, ¼ and 5/16-in., $6.50 base. Swedish iron, $8.00; sleighshoe steel, $6.00; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 20-5%; over 6 in., 10-2½%.

Agricultural or No. 1 leather belting, 10-10-10% off list.

Standard, 10-10% off list. Extra 10%.

The "double" list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No. 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 80
Lookout	1 00
Sleepmeter	2 00

COPPER

Sheet and planished copper, 70c per lb. Tinned, 65c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

FORMALDEHYDE

400-lb. bbls., 45c lb.; 200-lb. bbls., 46½c lb.; 100-lb. bbls., 47½c lb.; 10-lb. jugs, $5.10 each; 5-lb. jugs, $2.65 each; 2-lb. jugs, $1.10 each.

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 15
Cold Blast, regular	1 15

GRINDSTONES

Per 100 lbs., $3.75.
Mounted on steel frames, $6 to $7.50.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.65; 5, $2.30; 6, $3.00; 8, $4.85; 10, $7.40; 12, $11.50.
Corrugated Tee Hinges—4, $2.00; 5, $2.85; 6, $3.50; 8, $5.70; 10, $8.50; 12, $.....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; steel, No. 0 to 1, $....; No. 2 and larger, $....; featherweight, $.....

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. x 30	$12 25
28 Am. or 26 Eng.	11 85
26 Am. or 26 Eng.	11 55
24	11 40
22	11 40
18 and 20	11 25
16	11 10

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common and iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

10% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

No. 2, plain	$13 00
No. 25, Dash-board	17 50
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$2 05
3	2 90
4	....
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, ton lots, $21.25.

LINSEED OIL

See weekly report

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, less handles, No. 1	$12 60
O-Cedar, less handles, No. 3	12 60
Self-wringing	5 75
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 00	.....
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.00 base; Winnipeg, $6.50. Cut. f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 60	1 70

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 10	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 13	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 90

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $10.25; 18 x 24, ordinary, $10.25; 20 x 28 ordinary, $10.50.

Stephens'

REGISTERED TRADE MARK

Spring Painting

Never had a rosier prospect to the trade than this year; but it will be necessary to buy early, for reports from all sources indicate a great demand.

There is the building increase and the many plans resumed after interruption by the war. Let us show you what an agency will do for you, if you are not an agent now.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

	Doz.
O-Cedar—	
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

Five-lb. assorted boxes, No. 8, 74c; No. 9, 77c; No. 10, 79c.

Copper burrs, No. 8, 66c lb.; No. 10, 72c; No. 12, 77c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 65	$3 20	$3 80
Winner	2 75	3 25	3 90
Comfort	2 90	3 40	4 10
Induroid	3 20	4 00	4 60

ROPE

Sisal, 26¾c base; pure Manila, 36¼c base; British Manila, 29¼c base; lath yarn, 24¾c base; African hemp, 30¾c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
S. & A.—		
00, 0	$0 38	$6 75
½	0 40	7 15
1	0 45	8 10
1½	0 49	9 45
2	0 54	10 90
2 ½	0 70	12 50
3	0 80	14 30

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$8 50
12 gauge	8 60
14 gauge	8 60
16 gauge	8 70
18-20 gauge	9 30
22-24 gauge	9 35
26 gauge	9 40
28 gauge	9 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.00 flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.00 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.50 base. Round, square, flat, up to and including ¼, ⅜ to 2-in., $6.00 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.25 base; Round over 3-in. to 6-in., $6.75 base. Band steel, $6.00 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary list, plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

[illegible]

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.25 Winnipeg, $6.75 Fort William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 25
8 inch	1 40
10 inch	1 56
14 inch	2 20
18 inch	3 12
24 inch	4 55
36 inch	8 44
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen— Black	N. P.
Always Ready		
No. 1	$4 20	$4 50
No. 2	5 75	6 00

Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal **Toronto** **Winnipeg**

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

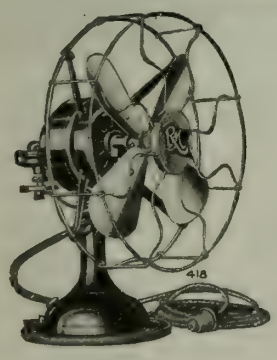
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



BUY YOUR FANS ON A QUALITY BASIS

When you sell your customer an electric fan, if you are wise, don't sell him something to last for two or three seasons, but for a lifetime. Consequently you should sell him the best. Between the first cost of a high grade and a cheaper fan, there is little difference. But there is a big difference in their staying power. That is why we recommend to you

Robbins and Myers
Oscillating and Non Oscillating
Fans

For light weight, quiet operation, low current consumption, attractive appearance, general reliability and long life, Robbins & Myers fans cannot be excelled.

To secure your supply in time for warm weather, you'll need to order early. So write to-day for full particulars.

GREATWEST ELECTRIC COMPANY, LIMITED

WINNIPEG

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

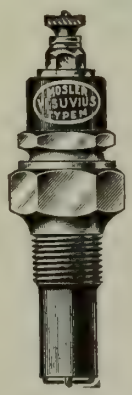
Steel Clad Garages

Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door 28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

MEHASCO

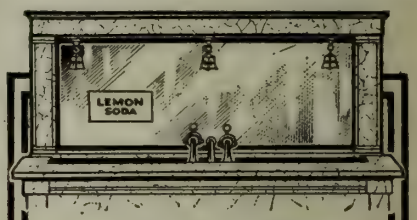


MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary



Some Recent Installations of Arnett Soda Fountain

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.

The two largest and finest fountains in Canada.

Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

Thomas Lewis Arnett
Souris — Manitoba

ARNETTIZE YOUR STORE

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A"

For holding Spring paint customers for permanent trade—for next year's trade and the year after that—there is nothing like the satisfying, lasting service of Diamond "A" House Paint.

House Paint

Our Guarantee

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else and is sold subject to chemical analysis.

For Spring Painting

Kyanize

KY-AN-IZE

FOR FLOORS, ALL WOOD WORK AND MOTOR CARS

Kyanize will make your floors and furniture look like new and a cloth with warm water will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear and eight popular colors.

Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich, lustrous black.

Economize with Kyanize.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Motor Products Ltd., Winnipeg, Man.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
J. D. Adshead Co., Winnipeg.
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Edgar C Guthard Co., Chicago, Ill.
Gutta Percha & Rubber Ltd., Toronto.
Robert H. Hassler, Ltd., Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Jill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The Prentiss Wabers Stove Co, Grand Rapids, Wis.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Standex Corporation, Chicago, Ill.
The Stanwood Equipment Co., Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Baseball Bats
St. Marys Wood Specialty Co., St Marys, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belt Dressing
Commercial Oil Co., Ltd., Hamilton.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cortland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Barrett Roofings, Cements Industrial Paints etc.

Barrett Everlastic "Rubber" Roofing

THIS popular priced roll roofing is the biggest value for the money of any prepared roofing on the Canadian market. It is easy to lay, thoroughly weatherproof and very durable.

Do not overlook the fact that 1920 promises to make a new record in building construction. This means an unprecedented demand for roofing materials. To avoid disappointing your customers, we earnestly advise you to place your order as promptly as possible.

Everlastic "Rubber" Roofing comes in 1-ply, 2-ply and 3-ply weights, in rolls containing 108 square feet. Nails and cement are packed in each roll.

Barrett Everlastic Liquid Roofing Cement

THE BIG demand this year for "rubber" roofings and rofing felts will make them high in price and hard to get. As a result, many old roofs will be repaired.

Everlastic Liquid Rofing Cement is without an equal for resurfacing and renewing the life of all kinds of prepared and "rubber" roofings.

Don't miss this big sales opportunity.

It is sold in all sized packages from 1-pint cans (as in rolls of our Everlastic Roofing) to barrels containing 40 gallons.

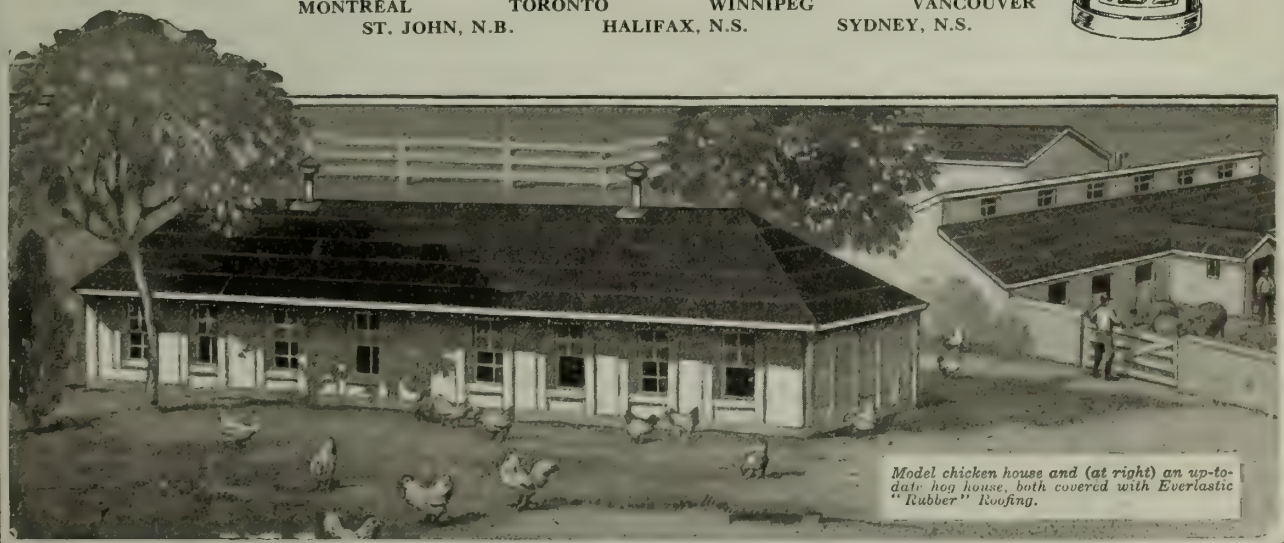
Barrett Elastigum Plastic Patching Cement

HERE IS another roof-repair material which is supreme in its field. A tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, and for repairing flashings, relining gutters, stuffing cornices, etc.

Easy to apply and sticks tenaciously to either a dry or wet surface. It comes ready for use—requires no heating or mixing. Put up as follows: 1-lb. tins (cases of 24 cans) 5-lb. packages (12 to the case), 25-lb packages, 100-lb packages, ½-barrels of about 300 lbs., and barrels of about 600 lbs.

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.



Model chicken house and (at right) an up-to-date hog house, both covered with Everlastic "Rubber" Roofing.

THE BUYERS' GUIDE

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.
Edgar C Guthard Co., Chicago, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
A. E. Bregent, Ltd., Montreal, Que.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Mfg., Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
The Otterville Mfg. Co., Ltd., Otterville, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg Co., Geneva, Ill.

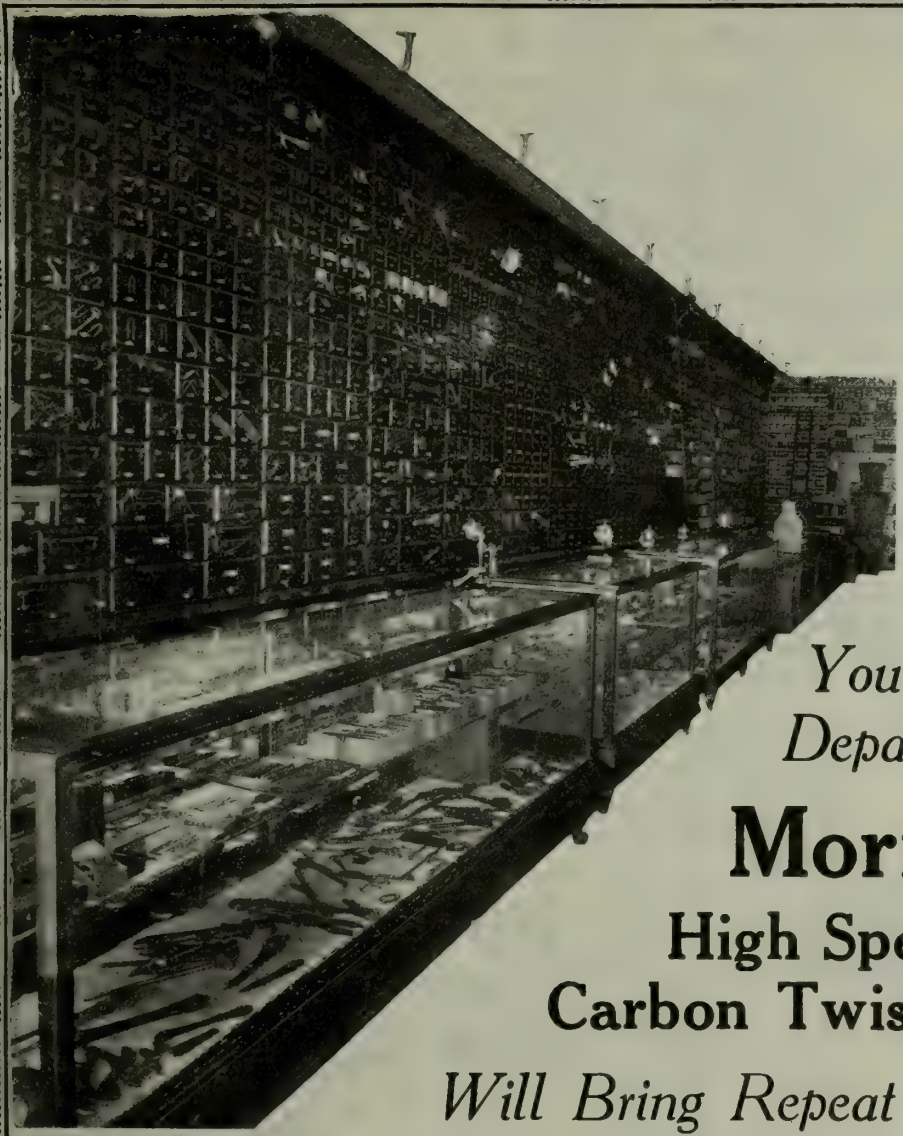
Clippers, Horse and Cow
The Barton Gillette Co., London, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
Albert Martin & Co., London, Eng.

Closets, Sanitary, Chemical
The Wakyte Mfg. Co., Winnipeg

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.



More Holes with Less Re-grinding

Your Tool Department—

Morrow

High Speed and Carbon Twist Drills

Will Bring Repeat Business

Will not only bring repeat business on drills, but will also assist in bringing additional business on other lines.

A complete stock of "Morrow High Speed and Carbon Twist Drills" will form one of the greatest business pullers in the tool department. They will show a direct profit and also an additional indirect profit from your tool sales.

"Morrow High Speed Drills" will show a direct profit also to your customer, because they are made from Hammered Steel Bars, are specially "Morrow" tempered and will show a profit to the user not only in time saved, but in lowering actual outlay for drilling. The difference in the number of holes the user will get out of "Morrow High Speed Drills" will make him a steady customer.

Every drill we send out is fully warranted and will be replaced cheerfully if found unsatisfactory. This means added protection to you and your customers.

John Morrow Screw & Nut Company, Limited

Ingersoll *London, England—7 Hop Exchange, Southwark St., S.E.1.* **Canada**

"Oldest, largest, best equipped Plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts."

"Sole Distributers for the Ingersoll Company's Files."

TRY YOUR JOBBER FIRST

THE BUYERS' GUIDE

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Edward E. Johnson, Inc., St. Paul, Minn.

Coupling, Steel Rod
Edward E. Johnson, Inc., St. Paul, Minn.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coughlin & Co., Montreal

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. McFarlane & Co., Limited, Montreal Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bowden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal,
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.
Fisher Wilkie Co, Ltd., Sandwich, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd., Hamilton, Ont.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Campbell Agencies, Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
The Phenix Mfg. Co., Milwaukee, Wis.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

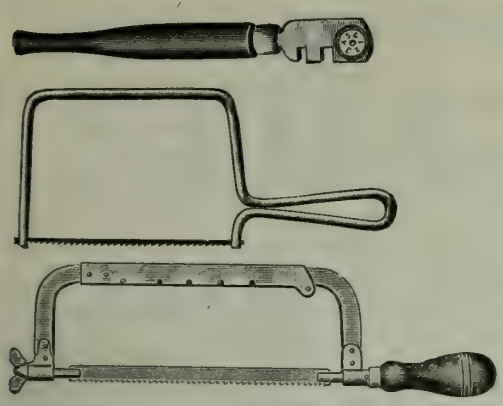
Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
D. J. Ladd & Co., Winnipeg.
Alex McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.



The Crescent Line

For Quality that satisfies customers

The Crescent Company's line of small tools and hardware specialties is a reliable, salable line of consistent high quality that sells well, satisfies customers and shows a good margin of profit to the dealer.

At All Leading Jobbers.

The Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Wash Boards

Washing Machines

Clothes Lines and Pins

Grocers' Specialties

Baskets and Brushes

Correspondence Solicited

WALTER WOODS & CO.

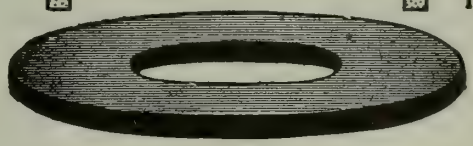
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

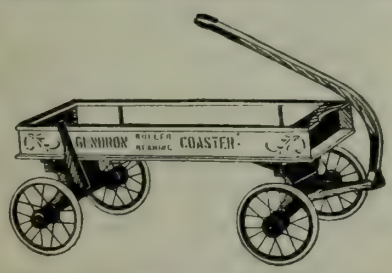
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs.



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Ltd., Toronto.
B. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stevens & Co., Ltd., Winnipeg.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The American Grinder Mfg. Co., Milwaukee, Wis
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lewis Bros., Ltd., Montreal.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

NOW READY

TO QUOTE on your early 1920 requirements of auto supplies.

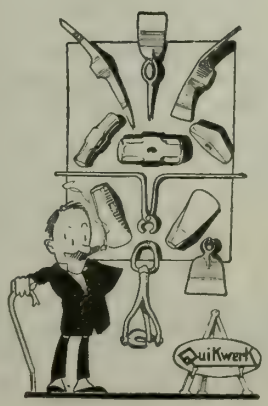
We invite your correspondence.

THE RENAUD MOTOR SUPPLY CO.

MONTREAL, CANADA

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.



Just a Few Tools

We make a lot more —but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.
234 Griswold St.
WARREN : OHIO

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Hawks.
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Marys Wood Specialty Co., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kempass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Th. Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wisbusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Wilkes, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

No. 1 C. & L. FIRE POT

No. 1 Fire Pot
List Price, Each $27.20
Ask for Discount.

is the greatest general utility Fire Pot made. The tank is made of heavy gauge, seamless drawn steel, Tinned inside and out (Rust Proof) and fitted with Patented Cushion Protection Band at base of tank and Patented Dust Proof Filler Cap. The burner is swiveled, giving the operator perfect control of his fire. The No. 1 is very economical and will soon save the user his cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

R-ME and NA-V Polishes
(WATERPROOF)

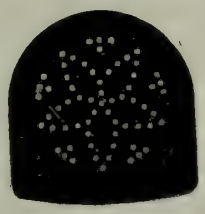
A polish for use on automobiles, furniture, pianos and all artistic woodwork, where a perfect finish is required. Our polish will not turn blue, nor will water wash it off, it will retain its gloss, and with a small can, a large surface can be polished.
To enterprising dealers we are prepared to offer special terms. Exclusive territory. And advertise for him in his district.
Write us for full particulars, which will be gladly given.
A sample will be sent you for your careful and scrutinizing test.

ARMY & NAVY MFG. PRODUCTS REG'D
26 Jurors St., Montreal
We make a LIGHT Floor Wax that you can sell quickly.

Canada Wire and Iron Goods Co.
Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens
Hamilton - - Canada

Chair Seats---In Three Ply Veneer Staple Patterns

Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.



Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

CRANE MALLEABLE FITTINGS

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL
Branches: Toronto, Winnipeg, Vancouver
Sales Offices: Halifax, Quebec, Ottawa, Calgary

TENTS
FOR THE RETAIL HARDWARE MERCHANTS
Canada's Largest Tent Manufacturers
COMPLETE CAMP OUTFITS
WOODS MANUFACTURING COY. LIMITED
OTTAWA
MONTREAL TORONTO WINNIPEG

THE BUYERS' GUIDE

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Pierce Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Western Wire & Nail Co., London, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
The McClary Mfg. Co., London, Ont.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser & Co., Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

TRADE MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED "SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT ANNEALED, OILED & ANNEALED HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY

RACINE - WISCONSIN

IRON FENCING,

of various designs,

WIRE WORK of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry MONTREAL

Call in "Kent-Garvin" when a job looks too big

Perhaps a new factory is opening up in your town, an apartment or public building which looks too big for you to tackle is in prospect.

Wire us and we will help you out. Be our agent in your district. We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fire-place fittings, etc.

Let us serve you.

WE COVER WESTERN ONTARIO AND NIAGARA PENINSULA

KENT-GARVIN CO., LTD.

HAMILTON

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Looktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 190 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.
Stewart Phonograph Corporation Ltd., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conducter
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain Conn

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co. Buffalo N.Y
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Fire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Pewer, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators for Ford Cars
The Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

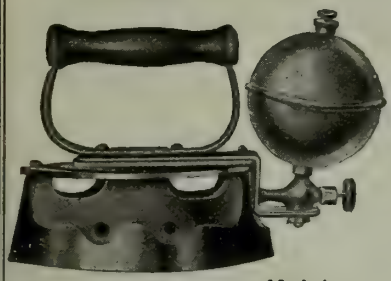
Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

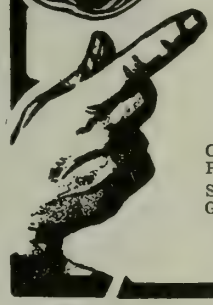
We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

OAKEY'S "WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

King of the Field Corn and Bean Planter

Is a good seller that gives satisfaction

Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

Otterville Mfg. Co. Limited

Otterville, Ont.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited

PETERBOROUGH, ONT.

QUALITY ECONOMY

I.X.L. Belt Dressing is nature's greatest food for leather, rendering it pliable and waterproof. It imparts to the leather a life which greatly increases its wearing qualities, prevents cracking and slipping and keeps the leather smooth and clean. Can be used on any kind of belt. Apply on pulley side of belt. If melted by heat can be applied with a brush. Avoid injurious imitations.

The COMMERCIAL OIL CO., Limited

HAMILTON, ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

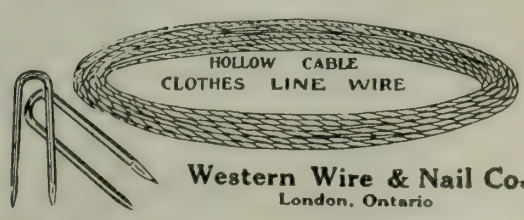
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Quality That Repeats Sales

We Make

Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.

London, Ontario

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1694 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 360 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

MENDETS

A PATENT PATCH

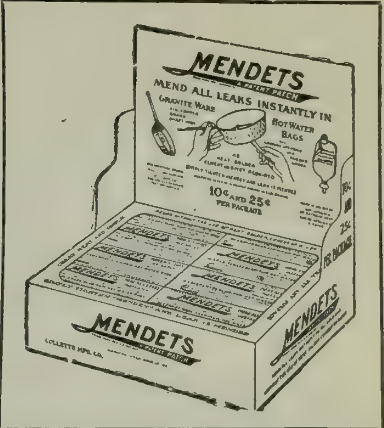
Millions of Boxes
Sold

They Sell Themselves

Collette Mfg. Company

Collingwood, Ont.

Your jobber has them



UNIMECO

MADE IN CANADA

WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

THE BUYERS' GUIDE

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
Hingston Smith Arms Co., Ltd., Winnipeg, Man.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Boyd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.
The Prentiss Wabers Stove Co., Grand Rapids, Wis.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Stucco Board
Bishop-ic Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.

Tires and Tubes, Automobile and Motor Tru
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
C. Drew & Co., Kingston, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman Ltd., Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Wakyte Mfg. Co., Winnipeg

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomanis
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Chemical and Barrel
The Wakyte Mfg. Co., Winnipeg

PRIZE WINNERS

HARDWARE AND METAL WINDOW DISPLAY CONTEST

Following are the prize winners in HARDWARE AND METAL'S Annual Xmas Window Display Contest. The eight cash prizes will be mailed to the winners. We congratulate the winners in securing prizes in what was probably the best and most successful contest ever conducted by HARDWARE AND METAL.

PRIZE WINNERS—Places 5,000 and Over

First Prize—H. A. Bowen, J. H. Ashdown Hardware Co., Calgary, Alta.

Second Prize—P. E. Hughes, Cochrane Hardware Co., North Bay, Ont.

Third Prize—Chas. Harvey, Barton & Fisher, Port Arthur, Ont.

Fourth Prize—A. Baillie, Sumner Co., Moncton, N.B.

Honorable Mention—M. H. Schaefer, of Wm. H. Lake Hardware, Toronto; E. H. Braden, Otton Hardware Co., Ltd., Barrie, Ont.; G. P. Eldridge, George Taylor Hardware Co., Cobalt, Ont.; Norman D. Nairn, Armstrong, Smyth & Dowswell, Regina, Sask.; P. E. Volway, c/o McPherson Bros., Medicine Hat, Alta.; J. Nelson Rush, c/o Plummer-Ferguson Hardware Co., Sault Ste. Marie, Ont.

PRIZE WINNERS—Places Under 5,000

First Prize—W. A. Schaefer, M. Weichel & Son, Ltd., Waterloo, Ont.

Second Prize—H. G. Binns, Binns Hardware, Newmarket, Ont.

Third Prize—Rutherford & Kayser, Simcoe, Ont.

Fourth Prize—R. J. Walker, Tottenham, Ont.

Honorable Mention—Carter Bros., Picton, Ont.; Ecclestone & Bates, Bracebridge, Ont.

HARDWARE AND METAL
"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**
Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
[illegible] & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maxwells Ltd., St. Marys, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
A. M. Bell & Co., Ltd., Halifax, N.S.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Lewis Bros., Ltd., Montreal.
A. Prudhomme & Fils, Ltd., Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Guthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros. Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal, Q

RETAIL HARDWARE CLERKS

Large Western Wholesale Hardware House has openings for ORDER CLERKS, CHECKERS and TRAVELLING SALESMEN who have had RETAIL EXPERIENCE. Apply, stating experience and giving references, to Box 328, Hardware & Metal.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO., M TED
22 VICTORIA SQUARE, MONTREAL

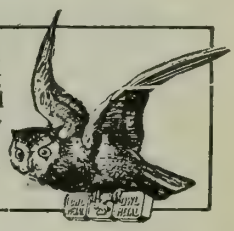
HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.



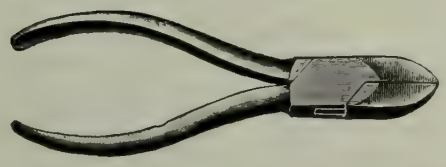
Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods to speak for itself. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

F. E. LINDSTROM
SWEDEN



PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 15"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

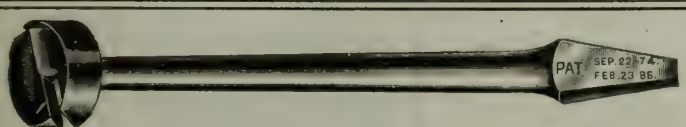
THE GREB CO., 218 State St., BOSTON

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—AN EXPERIENCED HARDWAREman. Steady job. Good salary. Apply to the Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

WANTED—MAY 1st, BY RETAIL HARDWARE firm, British Columbia Coast City, fully qualified and experienced salesman with knowledge of automobile accessories and ability to secure outside business. State age, salary and where previously employed. Box 391, Hardware and Metal.

WANTED — HARDWARE SALESMAN, WINdow dressing experience, and exceptional opening for man with pep and ability. Platt Bros. Hardware, 1356 St. Clair Ave., Toronto.

WANTED—AT ONCE, EXPERIENCED HARDware clerk. Apply in person to A. Ballantyne, Brantford.

A YOUNG MAN WITH SEVERAL YEARS OF up-to-date merchandise advertising experience, for a business that offers good opportunities. Box 345, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

TRAVELLERS—SALESMEN, CITY AND ROAD, will find our Waterproof Floor Wax and Polishes lucrative lines. Liberal margins to the retailer and selling helps. To those of high calibre with established connection we offer exclusive territory and active co-operation. Credentials essential. Kendall Merton, 12A Belmont Place, Montreal.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED

WANTED — COLD ROLLED SHAFTING IN sizes up to 2 7-16 in. Must be in condition suitable for line shafting. Apply Box 201, Hardware and Metal.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

FOR SALE

CLEAN HARDWARE STOCK IN GOOD TOWN. Five thousand will handle. Building can be leased. Good reasons. Box 363, Hardware and Metal.

SWEET CLOVER SEED

BUY YOUR SEED DIRECT FROM HEART OF the sweet clover district. We offer selected recleaned stock, per bushel, fancy, $24.50; choice, $23.50; fair, $20; timothy No. 2, (No. 1 purity), $17 cwt. A. S. Hunter & Son, Durham, Ont.

TINNERS TOOLS FOR SALE.—8-ft BRAKE, squaring shears, groover set of rollers, folding machine, turning machine, hollow mantle stake, hatchet stake and blow horn stake. Apply to M. C. Hammond, Tofield, Alta.

HARDWARE BUSINESS, SIX THOUSAND dollar stock, located in a Western Ontario city. Reason for selling, poor health. Box 338, Hardware and Metal.

FOR SALE IN OSHAWA

ONE OF THE BEST HARDWARE BUSINESSES in Ontario. Stock in A1 condition, and complete in every respect. Will require $40,000 to purchase stock and real estate. Turnover and profits are in proportion to investment. To anyone wanting a real live business this proposition is worth while. Personal applications only will receive attention. Please 'phone or wire when coming. John Bailes & Sons, Oshawa, Ont.

HARDWARE & METAL'S unique circulation as proven by the ABC Audit is due to 31 years of honest effort to give the retail trade the best possible service.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Have You Received Hardware and Metal Stock Electro Catalog?

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

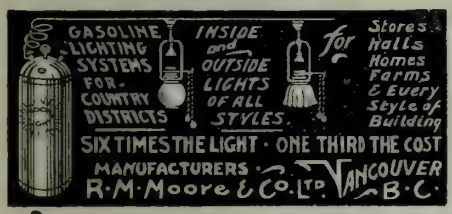
Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal



TRANSFERS

FOR ALL PURPOSES
—IN GOLD OR COLORS—
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

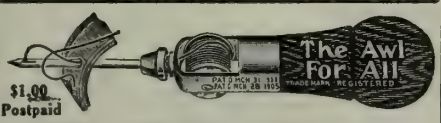
Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



MYERS WONDERFUL SPEEDY HAND STITCHER
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

HAVE YOU RECEIVED HARDWARE AND METAL ELECTRO CATALOGUE YET?

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

White Lead and Putty

Finest quality—sold on merit.

N. B. Prichard Paint Works
Sherbrooke, Que.

ALLEN FLUX NON-ACID—FOR SODERING

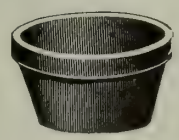
Allen Sodering Torch

For Gas or Gasoline with Interchangeable Tips

A combined Blow-torch, Sodering Iron and Branding Tool, in which the tip is heated from the inside by a *controlled* blast of flame.

Send for interesting circular

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Man., Can.



Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager
Your Enquiries Promptly Answered

INDEX TO ADVERTISERS

Acme Waste Mfg. Co., Ltd..... 89
Allen & Co., Ltd., L. B..... 101
American Enameled Products Co..... 67
Arnett, Thos. Lewis 73
Army & Navy Mfg. Co. 89
Ashdown Hardware Co., J. H. 79

Barnett Co., G. & H 73
Barrett Co, The 81
Beatty Bros., Ltd. 69
Berry Bros. 59
Bisset & Webb, Ltd. 101
Brett Co., The 78
British Smelting and Refining Co.. 15
Brown & Sharp Mfg. Co., Front Cover
Butcher & Co., J. H. 101
Butterfield & Co., ... 8

Cameron & Campbell 99
Canada Bicycle & Motor Co. 65
Canada Decalcomania Co. Ltd..... 101
Canada Metal Co. 65
Canada Steel Goods Co., The 3
Canada Wire and Iron Goods Co.... 89
Can. Foundries & Forgings Co., Ltd. 9
Canadian Tube and Iron Co..... 95
Canadian Veneering Co..... 89
Canadian Yale & Towne Co..... 67
Canadian John Wood Mfg. Co..... 89
Caron Bros 101
Chicago Flexible Shaft Co..... 5
Clayton & Lambert..... 89
Cleveland Stone Co. 67
Climax Baler Co. 101
Coghlin Co., Ltd., J. B..... 99
Collette Manufacturing Co. 95
The Commercial Oil Co., Ltd.. 93
Crane, Limited 89
Crescent Co., The 85

Davidson Mfg. Co., Ltd., Thos..... 12
Diamond Saw and Stamping Works.. 101
Dominion Cartridge Co. 24
Dominion Metal Co., Ltd.,..... 101
Dominion Sheet Metal Corporation.. 71
Doone Twines, Limited 101

Edelmann & Co., E..Inside Front Cover
Eureka Planter Co. 26
Evans, W. T. 101
Excelsior Wire Co., Ltd..... 99
Evans & Co. 67

Fostetr Pottery Co., ... 101

Gendron Manufacturing Co. 85
Glidden Co., The 57
Graham Nail Works 91
Greb Co., The 99
Great West Electric Co..... 77
Guelph Spring and Axle Co..... 101
Gutta Percha and Rubber Co..... 4

Hamilton Stamp and Stencil Works, Limited 101
Hamilton Stove and Heater Co..... 6
Howland, Sons & Co., H. S..... 1
Hutton & Co. James 91

Imperial Bit & Shap Co. 91
Imperial Oil Co. Ltd. 17
Ingersoll File Co. 14

Jacobs Mfg. Co. 15
Jardine & Co., A. B..... 14
Jennings Mfg. Co., Russell..... 101
Johnson & Sons, C. H. 91

Kent, Garvin & Co..... 91
Kinzinger, Bruce & Co., Ltd..... 101

Laidlaw Bale & Tie Co. 14
Lamplough & Co., F. W. 99
Landers, Frary & Clark 2
Leslie & Co., Ltd., A. C... 26
London Rolling Mills Co..... 73
Lufkin Rule Co. of Canada, Ltd.... 1 -

Mab Company, The 16
Manitoba Iron & Steel Corp. 77
Martin Co., The L..... 93
Mayhew Steel Products Co. 69
McArthur & Co., Alex..... 91
McArthur, Irwin & Co. 63
McDougall Co., R. 16
Megantic Broom Co. 16
Merchant Hdwe. Specialties, Ltd.... 78
Mica Co. of Canada, Ltd. 101
Ministry of Munitions 13
Moore & Co., R. M. 101
Moore & Co., Ltd., Benjamin 85
Morrison Bras Co., James 23
Morrow Screw & Nut Co., Ltd., John 83
Myers & Bro., F. E. 73
Myers Co., C. A. 101

Nagle & Co., H..... 101
National Stamping & Elec Works . 83
Niagara Falls Metal Stamping Co... 16
Nicholson File Co..... 21
North Bros. Manufacturing Co. 12
Northern Bolt, Screw & Wire Co., Ltd. 20
Nova Scotia Steel & Coal Co. 73

Oakey & Sons, John 93
O-Rib-O Mfg. Co. 78
Ottawa Paint Works, Ltd..... Inside back cover
Ottawa Trading Co. 20
Otterville Mfg. Co. 93
Owen Sound Wire Fence Co. 101
Owl Metal Co., Ltd. 99

Parmenter, Bulloch & Co. 21
Pink Co., Thos. 20
Prairie City Oil & Mfg. Co..... 78
Progressive Mfg. Co. 99

Ramsay & Son, A. 61
Reed & Co., George W. 20
Renaud Motor Supply Co..... 87

Savage Arms Corp. 19
Shurly Co., T. F. 87
Shurly & Derrett.....Back cover
Simms & Co., T. S. 59
Starrett Co., L. S..... 11
Stephens Co., G. F. 75
Still Mfg. Co., J. H. 87

Taylor-Forbes Co., Ltd. 23
Toronto Plate Glass Importing Co... 73
Trees & Co., Samuel..... 10
Trimont Mfg. Co. 69
Turner & Sons, J. J. 93

Union Iron & Metal Co. 95

Vol-Peek Mfg. Co. .....

Warren Tool & Forge Co. 87
Western Wire & Nail Co. 93
Wiesbusch & Hilger, Ltd. 4
Wilckes-Martin-Wilckes Co. 101
Wilkins Co., Geo. H. 101
Wilkinson & Kompass 93
Williams & Co., J. H. 10
Wilt Twist Drill Co. of Can., Ltd... 7
Woods Mfg. Co. 89
Woods & Co., Walter 85
Wrought Washer Co. 85

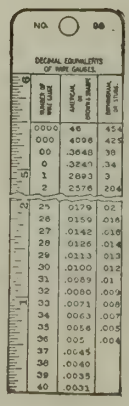
LUFKIN MECHANICS' SCALES

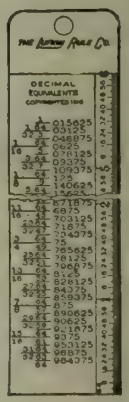
ACCURAT

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

TRADE MARK REGISTERED

J

is for
joy and
jubilance, the
just reward of
the journeyman's
judgment in selecting
O.P.W. Paints.

O.P.W. English Process Double Ground White Lead Read this Message— Think it Over— Keep it in Your Head!

There is nothing that can equal English Process Double Ground White Lead. There is no other process that compares with it. English Process has always been, and still is, considered the best.

The O.P.W. Product is ground with exceptionally ingenious, thoroughly modern machinery that insures perfect results. It is a remarkable product of smooth texture and whiteness.

Write Us—We will be glad to show you a Paying Dealer-Agency Plan.

Ottawa Paint Works, Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

SHURLY & DERRETT
LIMITED

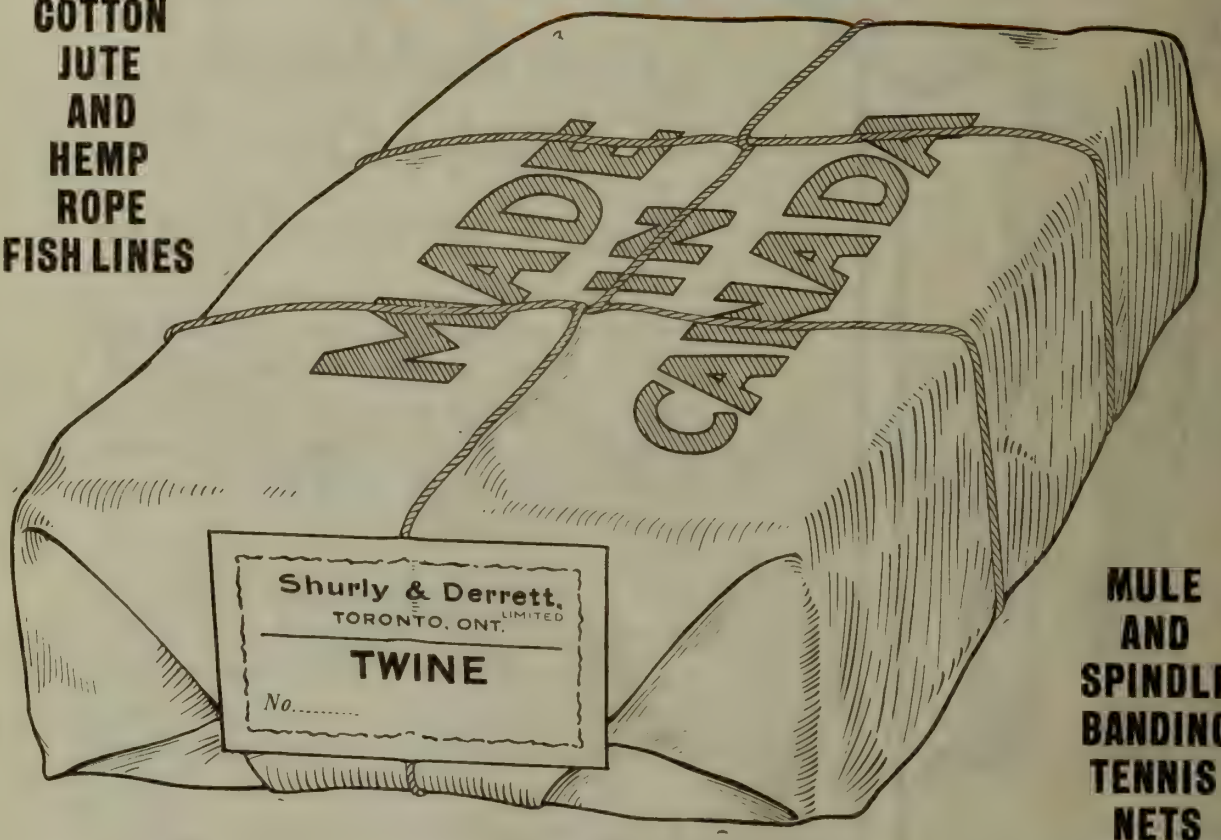
1080 Bloor Street West

TORONTO

Manufacturers of

TWINES

COTTON
JUTE
AND
HEMP
ROPE
FISH LINES



MULE
AND
SPINDLE
BANDING
TENNIS
NETS
ETC., ETC.

Look for this Package

We will sell you any quantity

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

FILE COPY

Vol. XXXII No. 14. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA APRIL 3, 1920

Consumers Cordage Company

Head Office: Montreal, Canada

Lion Brand Manila Rope

has long since proved its worth to the consumer and the merchant all over the world.

In yardage, strength, durability, and all the qualities desirable in rope, it excels. Stretch it, examine it, work it, twist it, in comparison with others and note the result.

Mills at
Montreal and Halifax.

Branches and Stocks: St. John, N.B., and Toronto.

Agents and Stocks:

Tees & Persse Limited, Winnipeg. Regina, Saskatoon, Moose Jaw, Calgary, Edmonton and Fort William.

Jas. Bisset & Co., Quebec.

MacGowan & Co., Vancouver.

Pride,—O-Cedar—and Prosperity

You can sell more O-Cedar Polish and more O-Cedar Polish Mops—if only you will feature these products correctly.

The foundation for the big O-Cedar demand is the pride the housewife takes in her furniture and floors. Appeal to her pride, in your local advertising—as we are doing in our national O-Cedar advertising.

A woman's pride in her home is the mainspring of all her buying for home-betterment. Once your customers are made to realize the possibilities of O-Cedar Products as aids to home beauty, they will buy enough O-Cedar Polish from you each year to represent a marked increase in your turnover and profit.

Feature the mop—in window displays and in advertising—remember that every O-Cedar Polish Mop you sell means a lot of O-Cedar Polish to be sold to that same customer.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO, ONTARIO

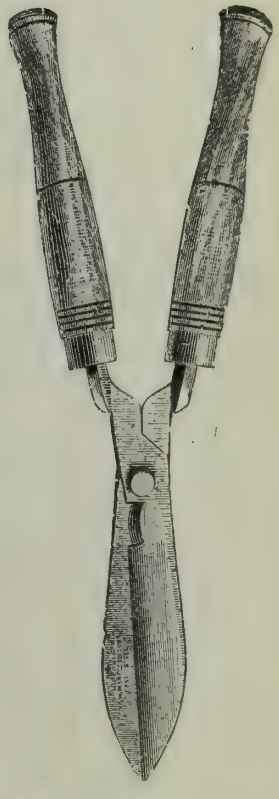
O-Cedar Polish

HARDWARE AND METAL, April 3, 1920. Volume XXXII. No. 14. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879, Entered as second-class matter at the Post Office Department, Ottawa.

GOOD CORD YEAR HOSE

SPRING IS HERE

GUTTA PERCHA MULTIPED HOSE

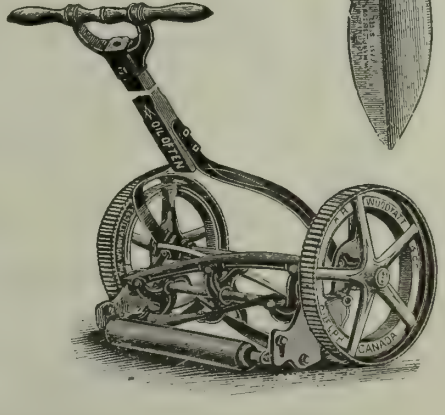


And most people welcome it after the grip Old Jack Frost has had on the weather for the last few months.

With the warming of the days new life breaks forth and the home-builder gets out the spade and hoe and begins to lay his plans for the **best garden on the street.**

Are you ready to lend a hand by supplying the Spring needs of the back yard gardener? Sort your stocks of wheelbarrows, garden tools, garden hose, lawn mowers, trimming shears, sprayers, etc.

We carry Dille & Maguire, Taylor-Forbes and Pennsylvania lawn mowers—all sizes and styles.



Next time the "Rice Lewis" man calls, ask him to quote on these lines—or write direct.

RICE LEWIS & SONS, LIMITED VICTORIA STREET TORONTO

y Tools

STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the Body and Handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully **machined** and are **interchangeable.**

The tool is given a fine black finish.

SEND FOR SPECIAL CIRCULAR

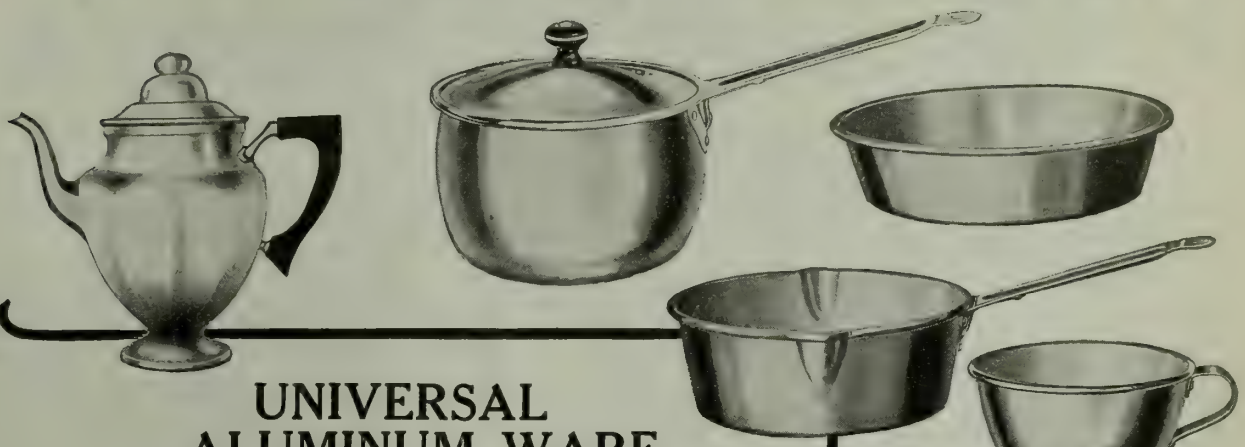
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives:

A. MACFARLANE & CO., Limited, Montreal, P.Q.

UNIVERSAL

THE TRADE MARK KNOWN IN EVERY HOME



UNIVERSAL ALUMINUM WARE

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities. Every utensil a strictly quality product.

A Few Features of "Universal" Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime. Extra large, extra strong close-fitting Beads. Handles doubly braced for double strength — made of cold-rolled steel, heavily tinned. Bails stand at any angle away from the heated vessel. Ears with straight edges easy to keep clean — made of cold-rolled steel. Pure Aluminum spouts welded to bodies.

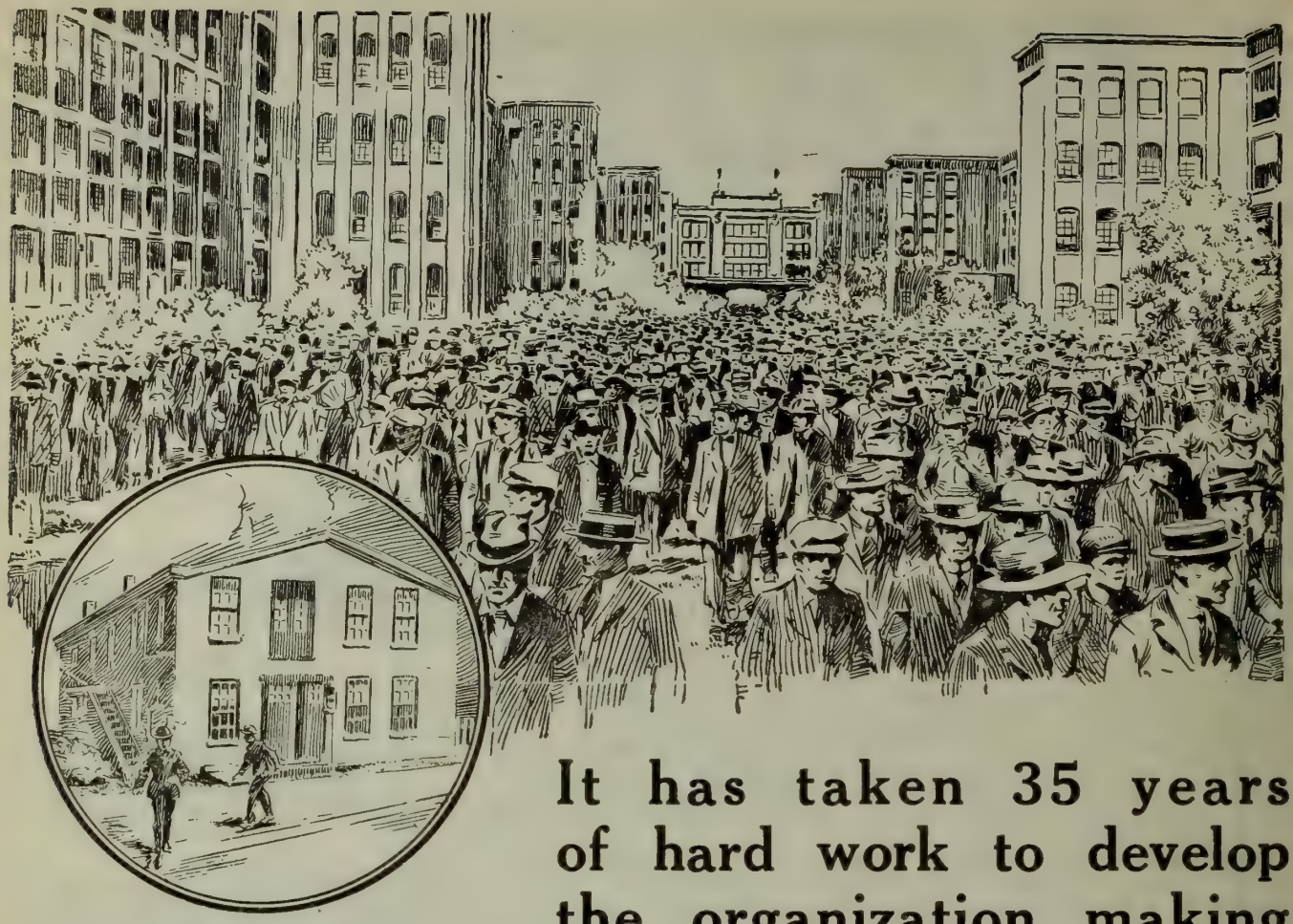
Because of the prestige all "Universal" products have with householders throughout the country, "Universal" Aluminum Ware has met with instant popularity and no line which we have put on the market has had a more enthusiastic reception.

Canadian Representative:

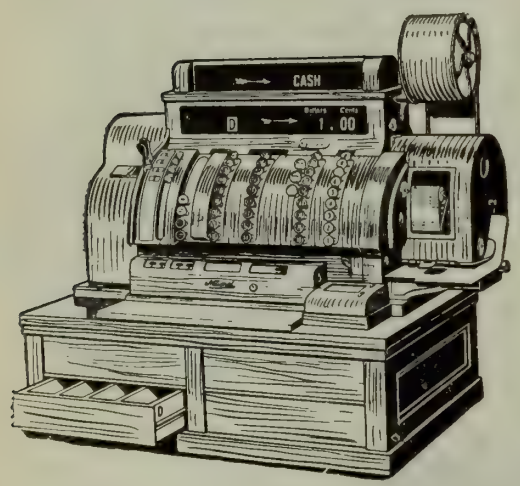
Montreal A. MACFARLANE & CO., LTD. Quebec

LANDERS, FRARY & CLARK

NEW BRITAIN - - - - CONNECTICUT



It has taken 35 years of hard work to develop the organization making National Cash Registers



STARTING with two employees in one little room, The National Cash Register Company now has a making organization of over 7,000 people working in 21 big buildings.

It has taken 35 years to develop this tremendous organization.

Many obstacles had to be overcome in those years. Money, time and energy were thrown into the enterprise by large-visioned men who believed that cash registers were a necessity in stores of all kinds.

Slowly but surely the business grew. Building after building sprung up to house the expanding organization.

The National Cash Register factory of to-day is the result. It is built on a foundation of faith in the cash register as a business necessity. It is dedicated to the making of a labor-saving machine that helps merchants, clerks and customers.

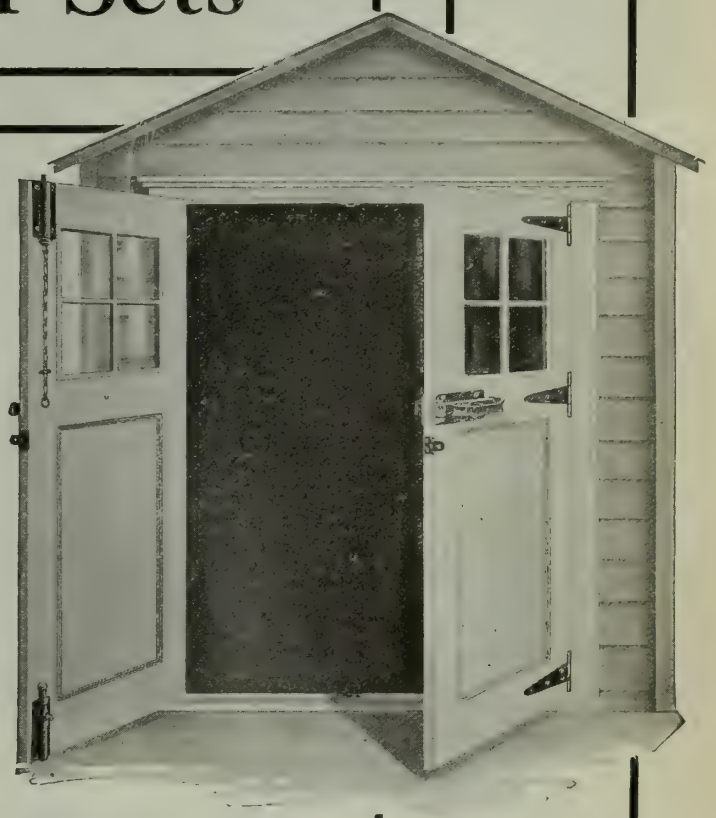
The National Cash Register Company of Canada, Limited

Factory: Toronto, Ontario

BRANCH OFFICES:

Calgary	714 Second Street W.	Quebec	133 St. Paul Street
Edmonton	5 McLeod Bldg.	Regina	1820 Cornwall Street
Halifax	63 Granville St.	Saskatoon	265 Third Avenue, S.
Hamilton	14 Main Street E.	St. John	50 St. Germain Street
London	350 Dundas Street	Toronto	40 Adelaide Street
Montreal	122 St. Catherine Street W.	Vancouver	524 Pender Street W.
Ottawa	305 Bank Street	Winnipeg	213 McDermot Avenue

UNIVERSAL
Garage Door Sets



How Many Autos Has Canada?

Everyone Must Be Sheltered!

Canada will have four or five hundred thousand automobiles by the end of this year. About 70,000 will be built in Canada during 1920 and every car must be housed, which indicates continued heavy sales of Universal Garage Sets by hardware merchants.

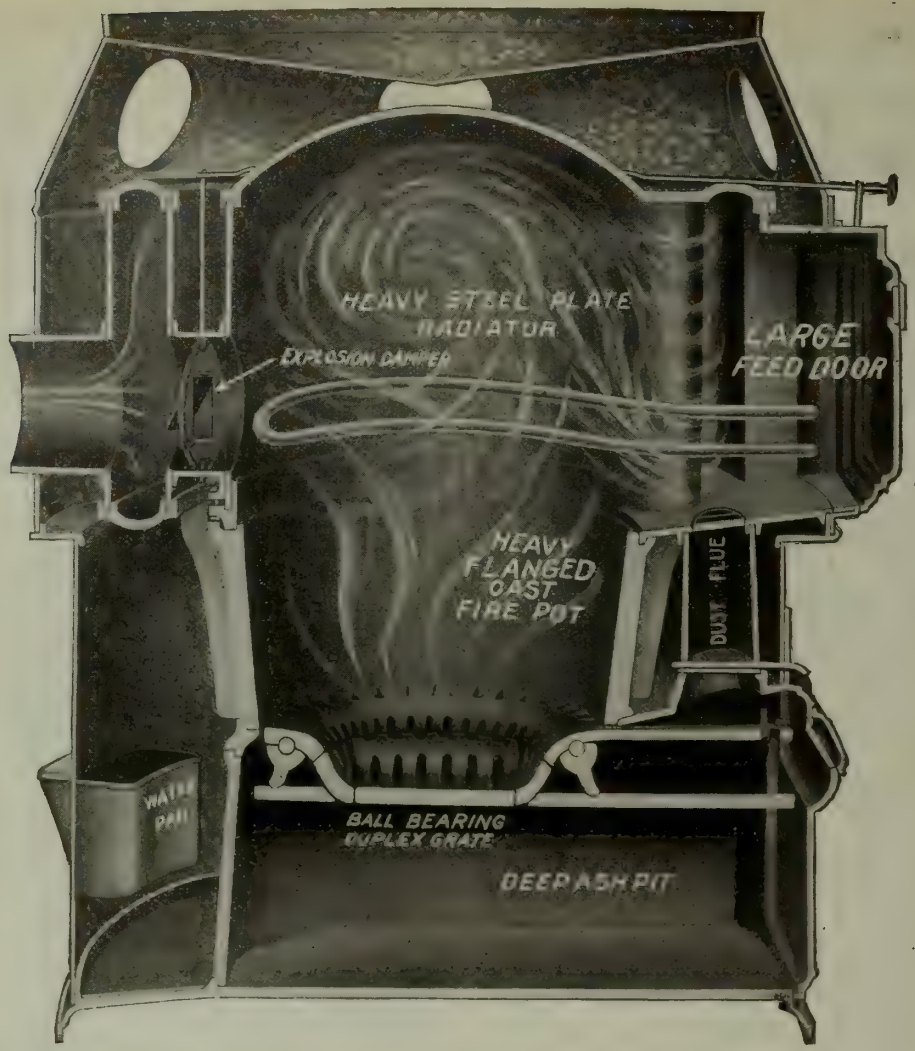
The Universal Garage Set offers **the lowest price on record.** Beautiful extra heavy hardware, the very best of its kind, finished in black enamel. Auto owners are favorably impressed with this set as soon as they see it.

Time-Saving Packing

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055 x 6-in. Wrought Steel Chain Bolt.
1—No. 1056 x 6-in. Wrought Steel Foot Bolt.
1 No. 1240 Wrought Steel Door Latch.

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 19 lbs.; packed 6 sets to a case.

Canada Steel Goods Company, Limited
HAMILTON, CANADA



THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

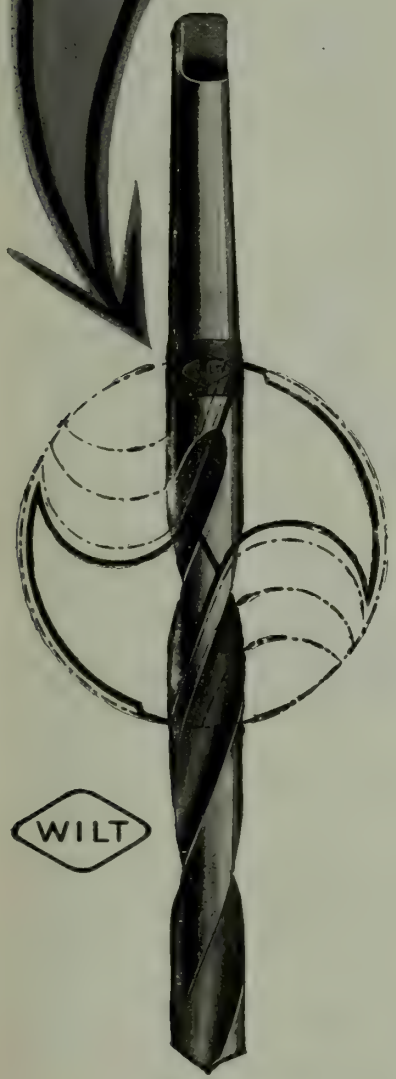
"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

Mr. F, C. MOORE
143½ Higgins Ave. Winnipeg, Man.

WILT



High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Are Faster
More Accurate
Require Less Power
Need Less Regrinding
Give Longer Service
Sell Easier
And Increase Your Turnover

**"Where There's a WILT---
There's The Way"**

Wilt Twist Drill Company
of Canada, Limited

Walkerville **Ontario**

London Office: Wilt Twist Drill Agency, Moorgate Hall, Finsbury Pavement, London, E.C. 2, England

He Profits Most Who Serves Best

The Red Star dealer is realizing those lasting, growing profits which can come only from serving the best interests of his trade.

The

RED ★ STAR

Detroit Vapor Oil Stove

is the first oil stove to burn kerosene, gasoline or distillate without the aid of wicks or asbestos rings. The heavy, patented, double-ring-flame burner generates its own gas from the cheapest grade of oil and produces an intensity of heat hitherto impossible to an oil burner.

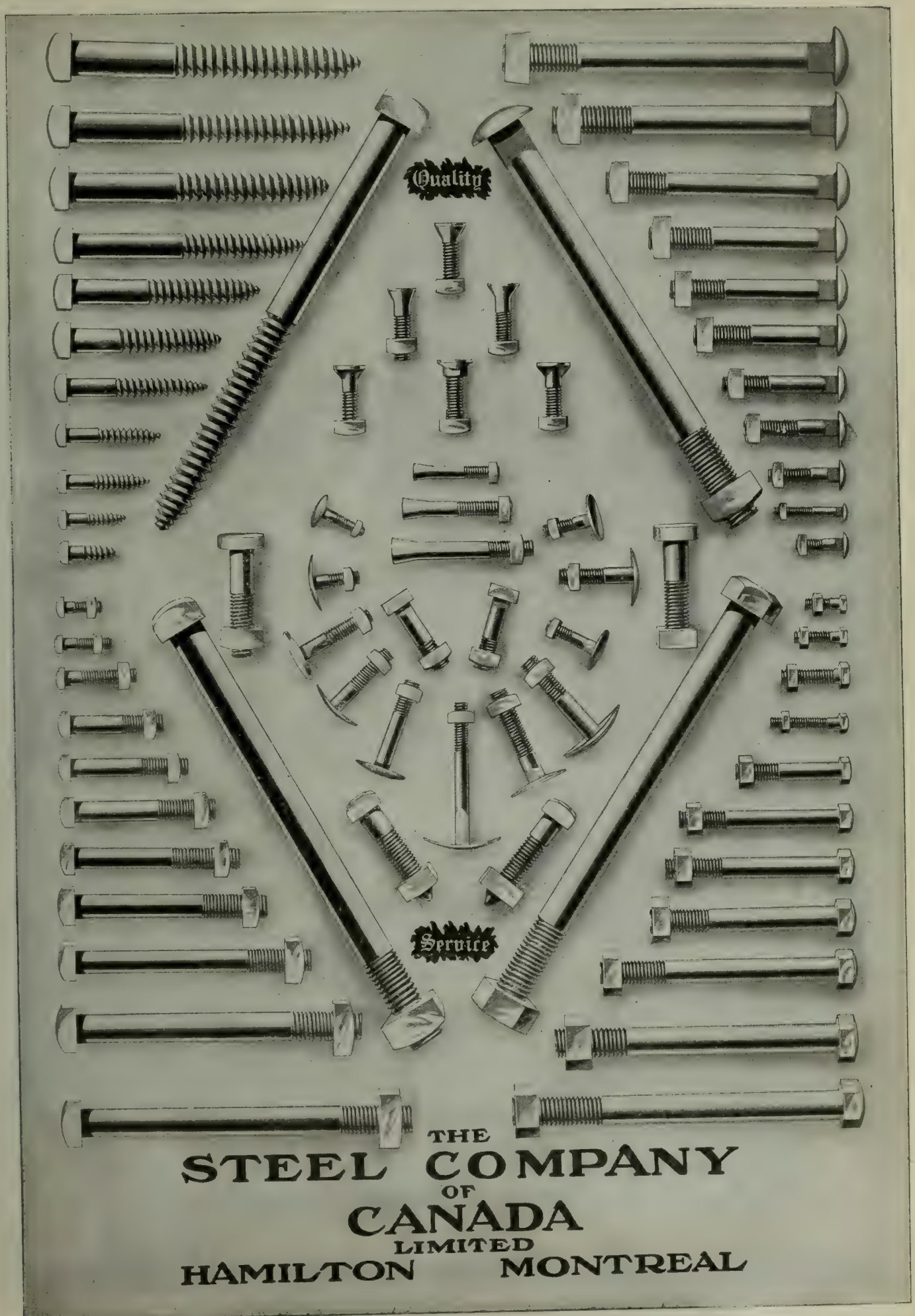
All of the heat units of the fuel are vaporized and used—leaving no trace of odor or smoke. One gallon of fuel gives **19 hours of perfect cooking heat.**

Thus, in selling the Red Star you are serving your customer with the most economical and efficient oil stove on the market.

Let us tell you how we are creating a universal preference for the Red Star through our powerful national advertising, and how we are co-operating with our dealers to help them increase their oil stove business—why the Red Star dealer profits most.

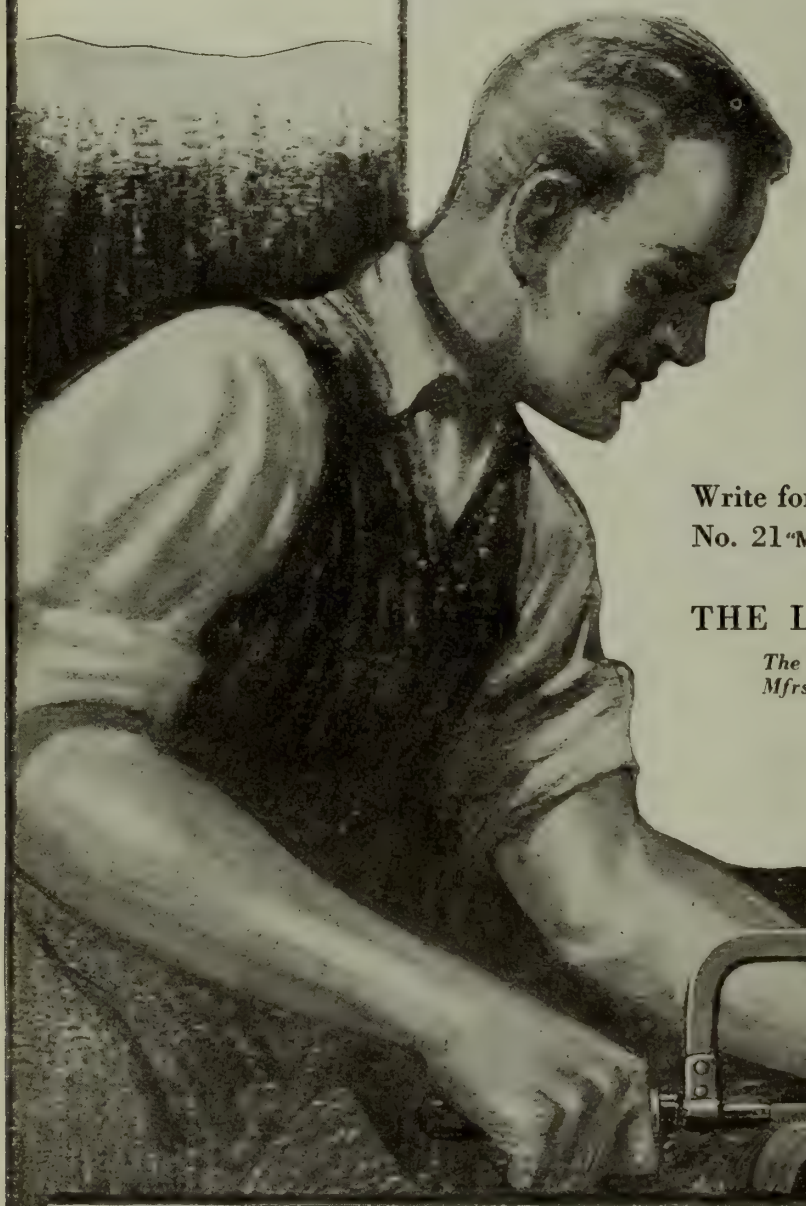
Write for details of our exclusive agency proposition.

The Detroit Vapor Stove Company, Detroit, Michigan


Quality
Service
THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

If you use Starrett Blades in a Starrett Frame, you're a long way toward economical, easy cutting. The rest depends upon the way you use the saw.

Long, even strokes, not more than 50 to the minute, a little lift on the return stroke, to keep the teeth from dragging and wearing without cutting—and the proper blade for the metal you are cutting—is about all there is to doing good work when you use Starrett Hack Saws.



One of the biggest helps to better hack saw work is the Starrett Hack Saw Chart. Write for a copy and ask for Catalog No. 21 "MA" also. Both are free.

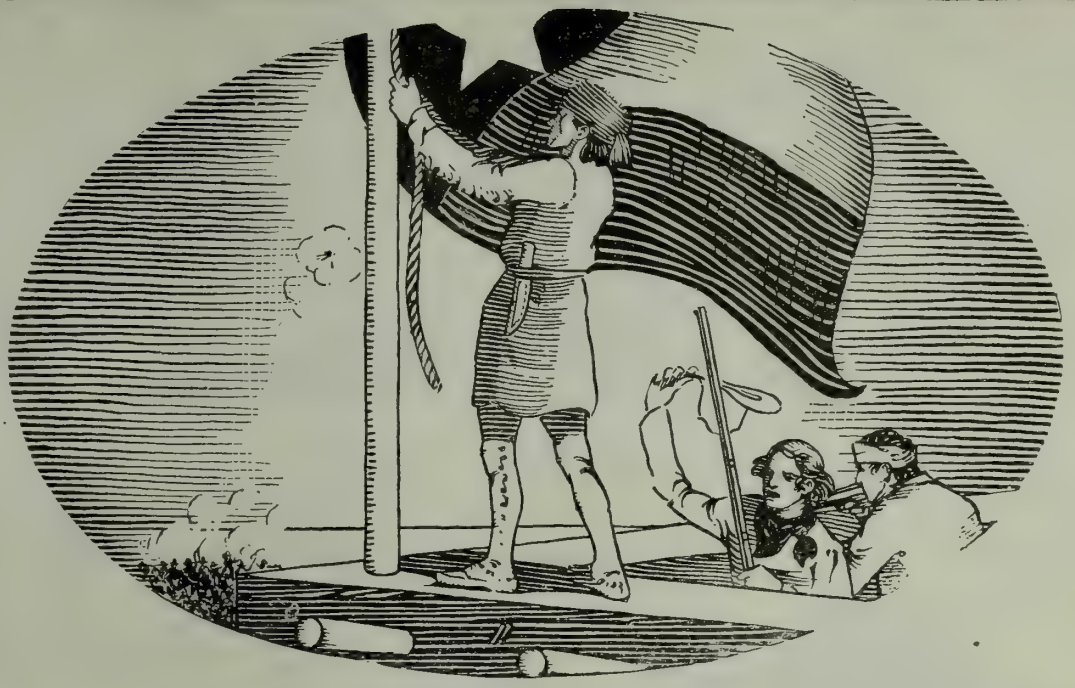
THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

42-32

ATHOL, MASS.

Starrett Hack Saws



WHEN THE ALAMO FELL

"ONE hundred and fifty soldiers in the Alamo are a match for the whole Mexican Army," said Davy Crocket as he raised the Texan flag in 1836, and he made good his boast for eleven days, while outside an army of 4000 Mexicans, under Santa Anna, tried in vain to capture the former Franciscan Mission and its handful of intrepid Texans.

But even the bravery of Crocket and Bowie could not withstand the overwhelming numbers, and, with all but five of its defenders killed, the old mission fell into the hands of the Mexican army on March 6, 1836.

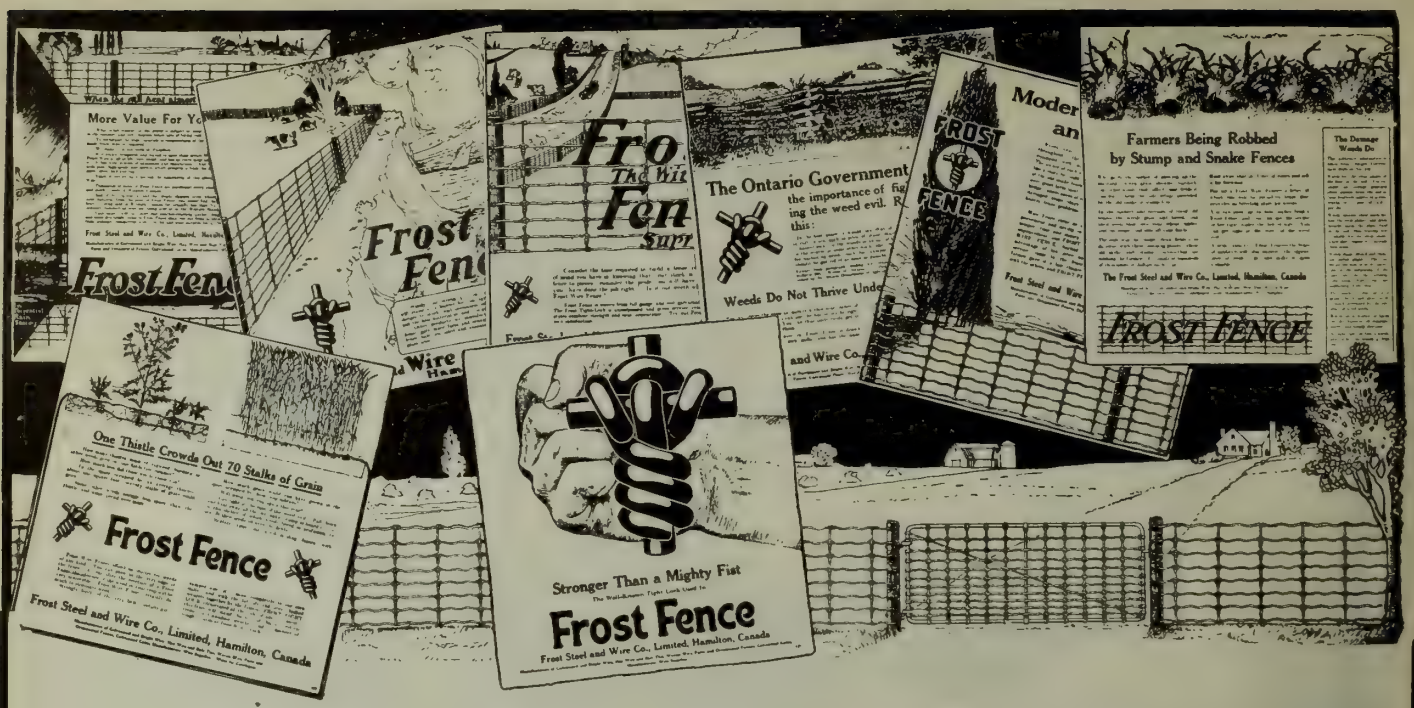
Twelve years before the Alamo fell the Plymouth Cordage Company began making rope. Today, in the state made famous by this historic fortress, hundreds of tons of Plymouth Products are used on farm and in industry every year.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH 1824

PLYMOUTH ROPE

No.8



These Ads Put Pep and Power into Your 1920 Selling of

Frost Fence

Your own selling force, Frost Fence ads and the unbeatable Frost Fence itself makes a selling combination for 1920 that will carry everything before it.

Just run your eye over these Frost Fence ads and note their dominating strength. Then look at the list of papers covering the selling field like a blanket. With so powerful an ally as these ads preparing the ground for your salesmen and helping them wherever they may be—certainly you can anticipate a harvest of selling in 1920.

And Frost Fence's splendid reputation for stand-up ability is a sales-closing factor that has always made repeat customers in the past. With this triple team force at work we know we can expect big things in 1920 and we want you to share them.

Write us for full particulars about Frost Fence in 1920.

List of Papers

in which
Frost Steel and Wire Co.
ADVERTISING
will appear during
1920

CHARLOTTETOWN—
Guardian.
SUMMERSIDE—
Agriculturist.
Island Farmer.
MONTREAL—
Journal of Agriculture.
La Presse.
La Patrie.
Le Prix Courant.
Family Herald and W. Star.
OTTAWA—
Farm Journal.
PETERBORO—
Canadian Horticulturist.
Farm and Dairy.
TORONTO—
Farmers' Magazine.
Globe.
Farmer's Sun.
Canadian Countryman.
Canadian Poultry Review.
Hardware and Metal.
Construction.
Contract Record.
Mail and Empire.
Saturday Night.
LONDON—
Farmer's Advocate.
WINNIPEG—
Grain Grower's Guide.
Nor' West Farmer.
Farmer's Advocate.

Frost Steel and Wire Co., Limited, Hamilton, Canada

A Clipped Horse is a Better Horse

Every Horse, Mule and Cow Owner in Your Community a Possible Customer

Horse-owners are quickly sold on Stewart Clipping Machines. Clipping puts more life into a horse. It relieves him of his heavy coat, saving his strength. Clipping prevents colds, stiffness, pneumonia and other horse ailments. A clipped horse dries out rapidly, rests comfortably and is refreshed for the next day's work.

The loss of the services of one horse for one day may cost your customer more than a Stewart Clipping Machine.

Tell your customers the only way to get 100 per cent. value from their horses is to clip them in the spring.

Clipping cows in the spring keeps them healthy and comfortable all summer. Clipping every few weeks in winter and early spring keeps manure and other filth out of the milk pail.

The Stewart No. 1 Clipping Machine is durable, easily operated, and the price means quick sales. Your profit is good and both you and your customer are satisfied.

Big Sales in Clipping Machines This Spring

If you've overlooked this; or your stock is low, write your jobber NOW.

Stewart No. 1 Ball Bearing Clipping Machine

For Horses Mules and Cows

Chicago Flexible Shaft Co.

5608 Roosevelt Road, Chicago, Ill.

Butterfield Tools

Butterfield Tools will accurately duplicate work oftener than others, at higher speed and require less power.

Everywhere that production is an important factor—and that's everywhere, to-day—you have splendid opportunities to sell Butterfield high efficiency tools.

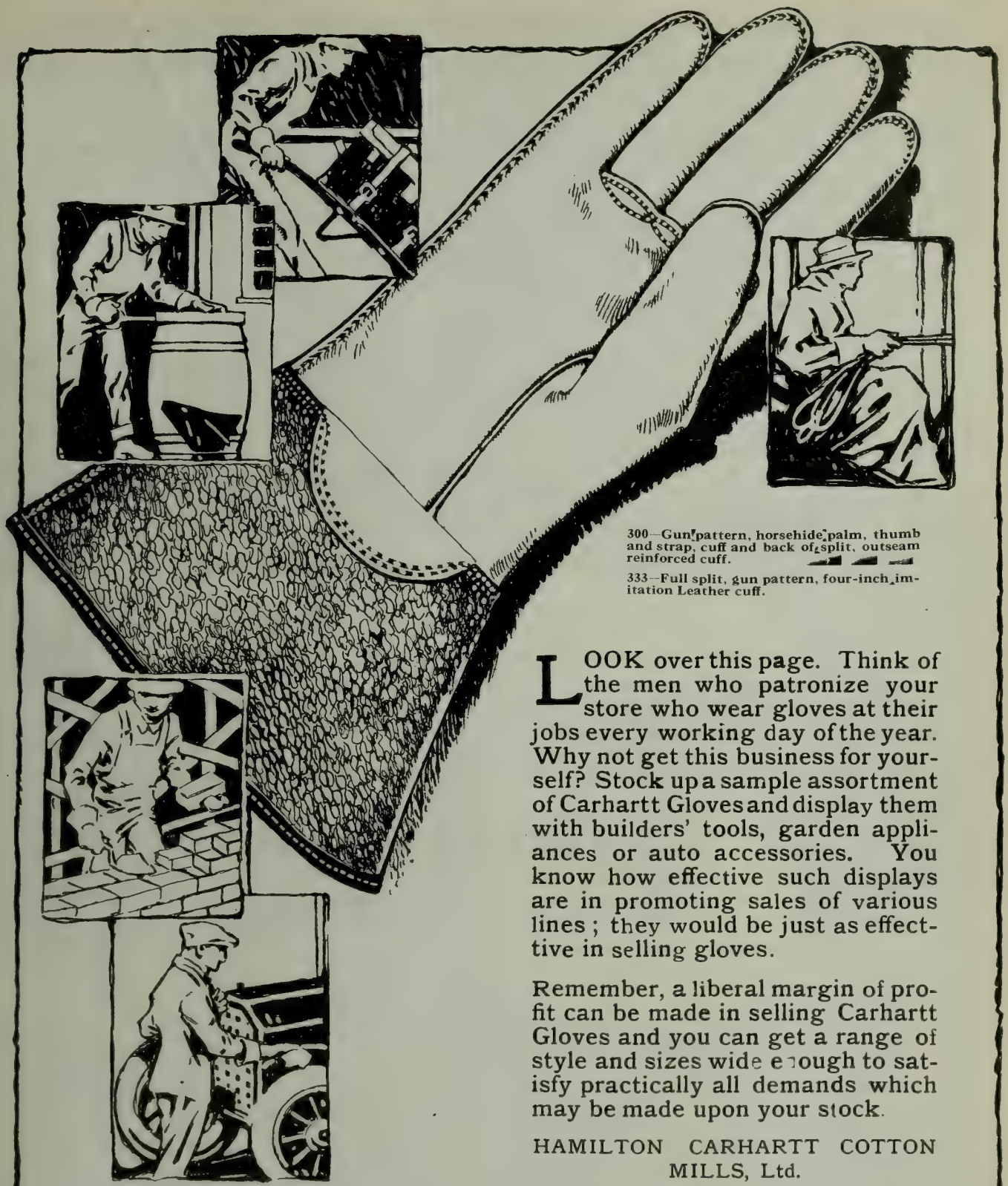
In every operation with machine tools Butterfield's mean a direct saving, measurable in dollars and cents.

These facts are reasons why it pays you to sell Butterfield High Speed and Carbon Twist Drills, Milling Cutters, Reamers, Taps and Dies.

Accuracy
Speed
Less Regrinding
Better Sales
More Turnover

Butterfield & Co., Division
Union Twist Drill Company
ROCK ISLAND, QUE.

BUTTERFIELD



300—Gun pattern, horsehide palm, thumb and strap, cuff and back of split, outseam reinforced cuff.

333—Full split, gun pattern, four-inch imitation Leather cuff.

LOOK over this page. Think of the men who patronize your store who wear gloves at their jobs every working day of the year. Why not get this business for yourself? Stock up a sample assortment of Carhartt Gloves and display them with builders' tools, garden appliances or auto accessories. You know how effective such displays are in promoting sales of various lines; they would be just as effective in selling gloves.

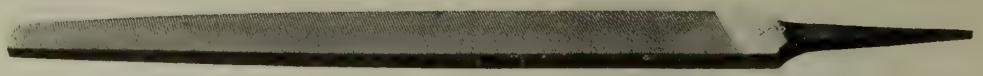
Remember, a liberal margin of profit can be made in selling Carhartt Gloves and you can get a range of style and sizes wide enough to satisfy practically all demands which may be made upon your stock.

HAMILTON CARHARTT COTTON MILLS, Ltd.

Toronto Hamilton Winnipeg Vancouver

Manufacturers of Carhartt Overalls, Allovers and Work Gloves

CARHARTT GLOVES



We supply a United States steel plant with files for testing hardened steel blanks.

We supply the largest twist drill company in the United States with files for proving the temper of their drills.

These are the only known instances of Canadian-made files being exported for regular use in the United States.

If, therefore, these great companies with all the file makers in the world to select from, specify our files, does it not prove, more than any argument we can advance, our contention that

P H

IMPERIAL

"THEY CUT FASTER AND WEAR LONGER"

Your customers can find this to be true in their own shops, and a satisfied customer is your best asset.

BE FILE-WISE

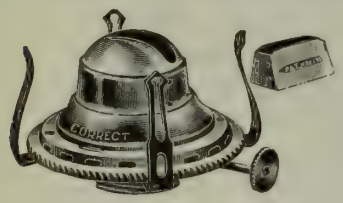
INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited

Sole Distributors

INGERSOLL, ONTARIO

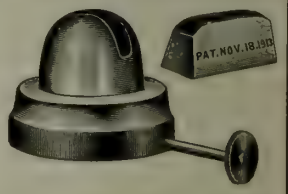
INGERSOLL



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

The Schultz Manufacturing Company

LIMITED

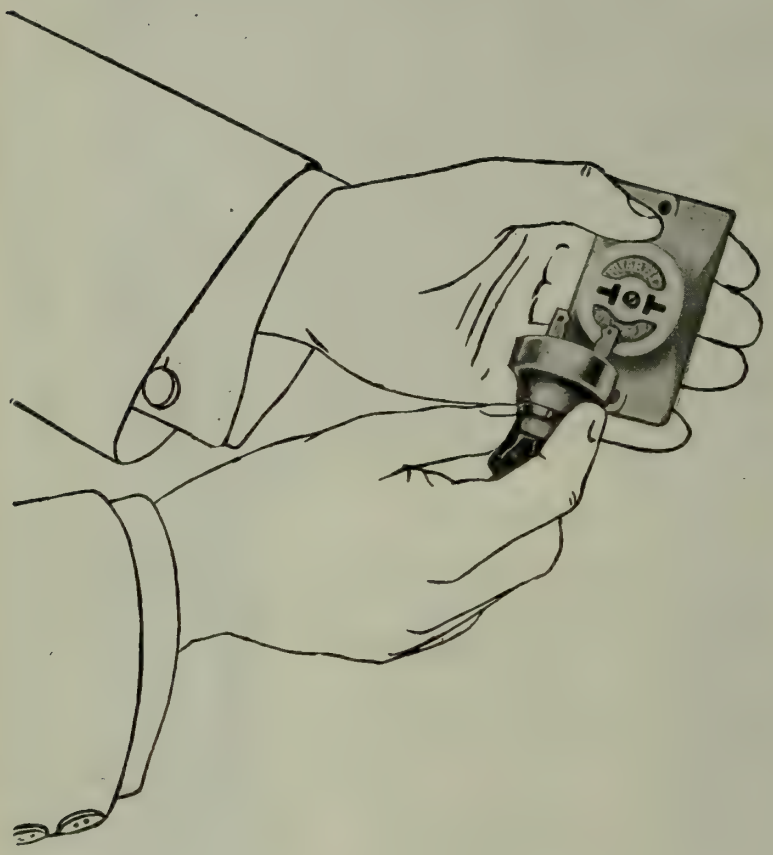
HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

Tool Service
Brown & Sharpe
MACHINISTS' TOOLS
Prestige and Profit
For The Dealer
Service and Satisfaction
For The Customer
Protection For Both
B·S
TRADE MARK
Brown & Sharpe Mfg. Co.
Providence, R.I., U.S.A.

Take the "juice" to the work—with a Hubbell



A Hubbell Receptacle

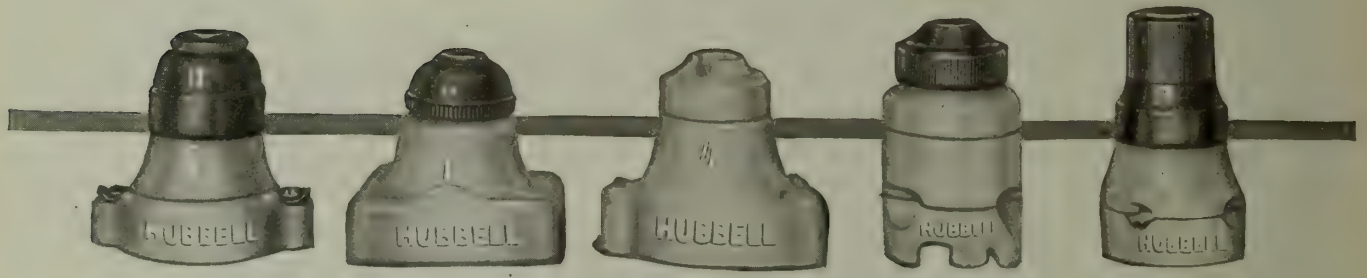
beside the bench will save those extra steps and consequent delays, thus speeding production.

Hubbell Wall Receptacles are made for all classes of wiring, cable and conduit work. Each cap blade is gripped in its own individual chamber by a strong phosphor bronze spring, which insures firm, even contact without arcing or short-circuiting.

The narrow porcelain T-slots take any standard cap, and protect the fingers from shocks and burns.

Hubbell Electrical Specialties are always specified where high quality and permanence are required.

Let us show you the line.



HARVEY HUBBELL COMPANY

OF CANADA LIMITED

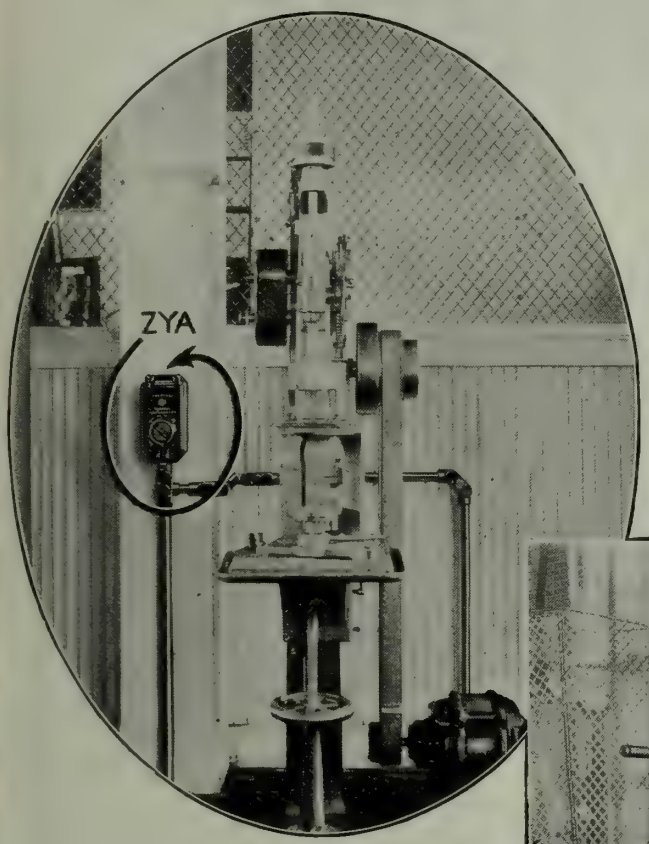
ELECTRICAL SPECIALTIES

TORONTO CANADA

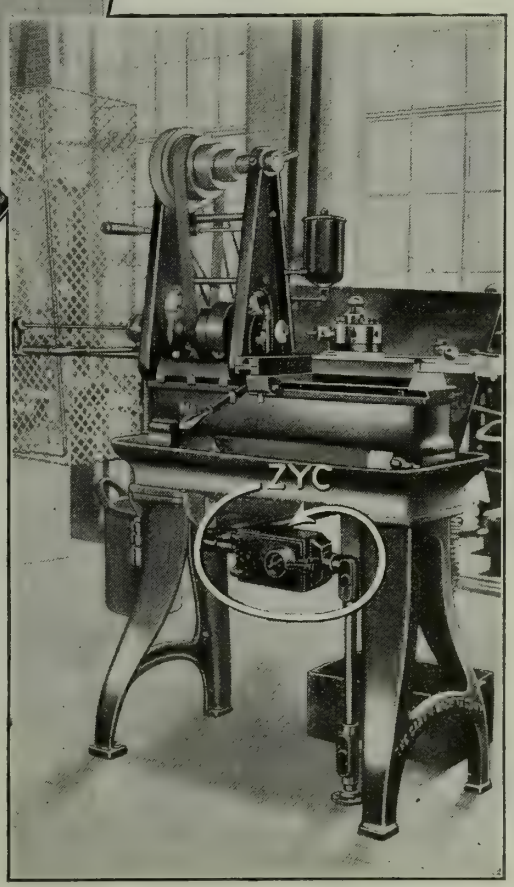
HUBBELL REG. CAN. PAT. OFF.

"Last word in small motor switches"—

ZY Condulets



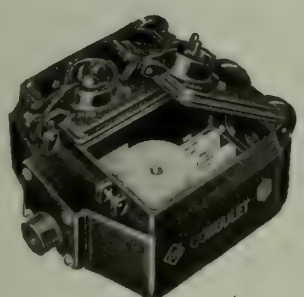
ARE "Safety First" in every respect. Design protects even the inexperienced operator from shock. Cast iron body prevents damage to the switch.



INTER-LOCKing door makes access to fuse terminals impossible while they are alive.

DUST-TIGHT rabbetted door keeps out water, lint, etc.—frequent causes of short circuits and fires.

MADE in one and two gang forms and with various sizes and arrangements of conduit hubs.



Type ZYU
(*Two-Gang*)

Complete Literature on ZY Condulets Free Upon Request

You should handle Crouse-Hinds Condulets. Write us. We will tell you why.

Crouse - Hinds Company

of Canada, Limited
TORONTO - ONTARIO

The "Seafoam"

Engine Drive Washing and Wringing Machine

FOR THE FARM

Wrings while it washes, washes while it wrings

The SEAFOAM can be driven by gas engine, windmill or electric motor. Both washing and wringing are done by power. The machine is simple, durable and trouble-proof, so that anyone in the home can operate it with absolute safety—all gears are covered.

The washer is of the dolly type, has tub of selected Cypress lumber and the reversible wringer is fitted with highest grade rubber rolls.

Dealers will find the Seafoam an unusually satisfactory seller, because of its established reputation and reasonable price. Descriptive folders on request.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

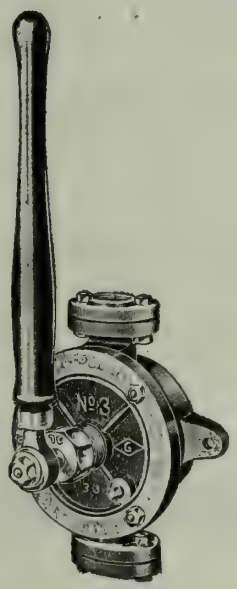
Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

CANADA
FOUNDRIES & FORGINGS
LIMITED

FOR A DRY COUNTRY



Red Wing
Semi-Rotary Pumps

A GUARANTEED PRODUCT.

Now Offering Prompt Shipment, All Sizes.

SEE YOUR JOBBER.

JAMES SMART PLANT
BROCKVILLE CANADA

SPEND YOUR DOLLAR IN CANADA AND SEE IT AGAIN

Experience Counts

Our present improved Models of "1900" WASHERS

are the outcome of 20 years' experience in designing and building Washing Machines exclusively.

The experience of our present dealers proves that easy and profitable sales and satisfied patrons go with the stocking of

"1900" WASHERS

Tell us your experience in selling Washing Machines and we will consider your application for a local agency. We want the "good dealer" in every town.

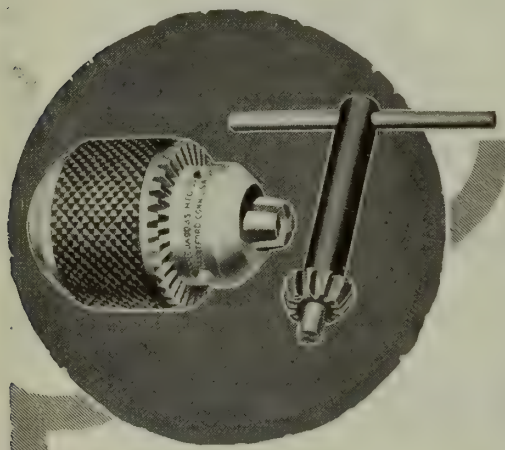
The experience of our thousands of customers throughout the country has made a reputation for

"1900" WASHERS

that is second to none.

NINETEEN HUNDRED WASHER COMPANY
357 Yonge St., Toronto

Where "HOLD FAST" means more sales



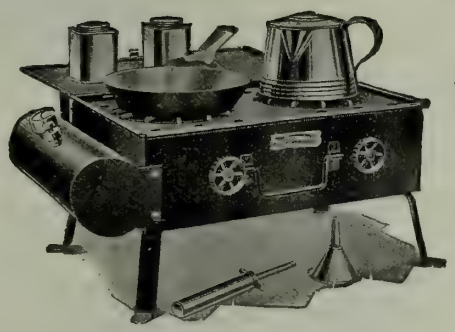
When you sell a product that meets the exact need of the buyer, you gain not only the immediate profit on the sale, but, what is more, the good will that means future business.

Good mechanics the world over agree that the Jacobs Chuck is exactly what they need because it holds fast, guides the drill true, and adjust most conveniently with the key and toothed sleeve.

Order Jacobs Chucks to-day
Dept. H.M.

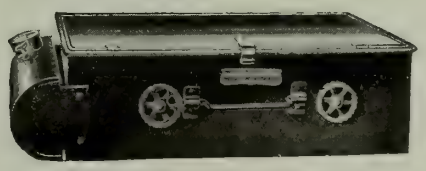
THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

Auto Kamp Kook Kits



Two Burner Open

Showing equipment, featuring new model tank with pressure gauge



Same Closed

Showing the neat, handy way it packs — Equipment stored inside

Selling Points That Make Worthwhile Sales

Here is an article that sells well because it fills a much-needed want. A good, compact gasoline stove with a special forced feed that insures perfect burning under all weather conditions.

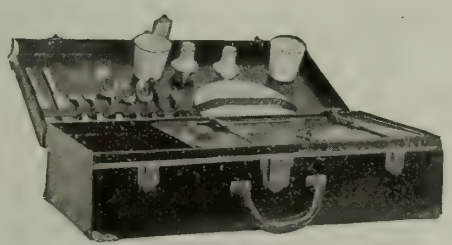
This forced feed, somewhat similar to the principle of a mechanic's torch, will give perfect service unprotected in fresh winds. Notice the two cuts showing how compactly it folds away and how convenient and generous a cooking outfit it is when open. Will burn well in a 30-mile wind.

Three handy, convenient sizes to fit almost any needs. The Number 2 is a two-burner stove with two six-inch grates. The Number 3 is also a two-burner stove with eight-inch grates. Both are provided with a die-made gasoline tank with a nickel pressure gauge. Both are sold with or without equipment, but pump and funnel are sold with all stoves. The illustration shows the Number 2 and 3 with equipment.

No. 4—Single burner—6-inch grate—Hunter's Special.
No. 2—Weight equipped 18 lbs., 5½x10x18
No. 3—Weight equipped 20 lbs., 6 x10x20
No. 4—Weight equipped 9 lbs., 4¾x 9x 9

A specially "pulling" layout is the Suitcase Outfit. We specialize on a four-party suitcase outfit which, besides a Number 2 stove fully equipped, contains knives, forks, spoons, salt and pepper shakers, can opener, plates and cups for four people. Plates and cups are Swedish ware. Four-party suitcase weighs 35 lbs., 6½x12x24.

We Accept Canadian Checks at Par



Write for Dealer's Proposition

Prentiss-Wabers Stove Co.

55 SPRING STREET, GRAND RAPIDS, WIS., U.S.A.

Eastern Canadian Distributors: STARKE & SEYBOLD, Limited, Montreal, Canada

Western Canadian Distributors: WOOD, VALLANCE & ADAMS, Limited, Calgary, Canada

70,000,000
Matches A Day

Every day there goes out from the Eddy factory at Hull some 70,000,000 matches—every one as perfect a "light" as science and manufacturing skill can produce.

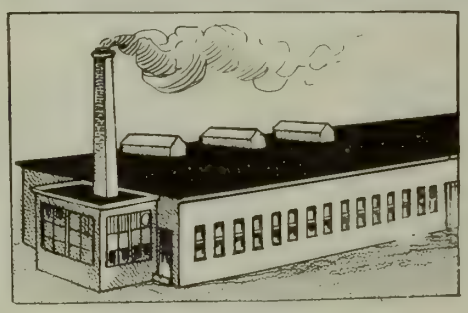
Only the very best matches are put up under the Eddy label. Their quality is known from coast to coast. They sell themselves.

Quick turnover is always the rule with Eddy matches. Widespread consumer publicity make every display resultful.

Thirty to forty different brands. An Eddy match for every known need.

Eddy's Indurated Fibreware are just as dependable as Eddy Matches. Durable, light and extra strong. Every hardware dealer should stock them.

The E. B. Eddy Co., Limited
HULL, CANADA



A Profitable Line

The demand for Brantford Roofing is growing rapidly because it fills a need for a fire-resistant, durable roofing at a reasonable cost.

Progressive hardware dealers who handle and our other lines can fill every roofing requirement in their localities.

For sloping roofs—for flat roofs—for barns, freight sheds, factories, stores, banks, public buildings, homes, garages and all styles of buildings—there are suitable lines of Brantford Roofing.

The Brantford line is the most complete line of roofing in Canada. It is made of *first quality* materials by a purely Canadian company that thoroughly understands conditions in all sections of the Dominion. It is nationally advertised to the consumer.

Write for samples, prices and information.

Brantford
Asphalt Slates

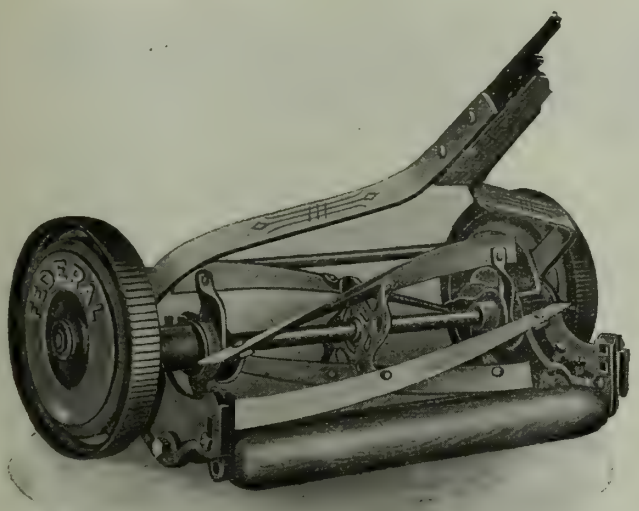
Brantford Roofing Co., Ltd.
Head Office and Factory: Brantford, Canada
Branches at
Toronto, Montreal, Halifax, Winnipeg

The Federal

Wheels 8 inches; raised rim. Four blades; reel 5¾ in. A serviceable, light running mower.

BEST QUALITY OF MATERIAL

The reel shaft runs in the best brass bearings. Unequaled in quality for the price. Made in 14, 16 and 18-inch sizes.



Selling Features

that count in

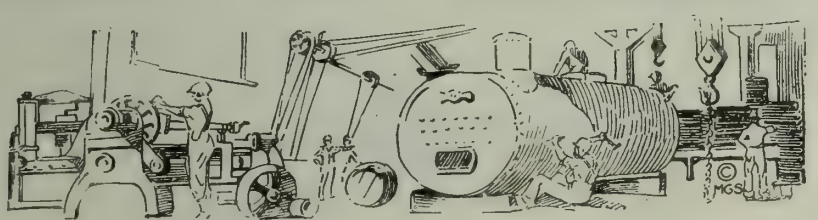
Eureka Mowers

Accurately made by skilled mechanics; attractively painted; thoroughly inspected and tested before shipping. Clean, reinforced light gray iron castings made in our own foundry. Disks and side plates automatically machined within 3/1000 of an inch tolerance, insuring perfect fit with hub of wheel which is accurately reamed for axle. This accurate machining insures correct replacement of parts. All wheels, either open or closed, have reinforced, raised rim to keep grit, etc., from the gears. Knives of special process crucible steel formed and hardened with exactness and ground to perfect cylinders on same bearings on which they cut grass. Special three-point catch pinions. Bearings either ball or split brass bush, easily adjusted. A solid steel tree guard. Ask for catalog with full details.

The Eureka Planter Co.

Limited

Woodstock, Ontario



Every Man Who Works with His Hands Is Able to Appreciate the Superior Features of

Your Power to Please the Public is the foundation of your business success. Your customers **are** your customers because they get quality and value in the merchandise you sell.

TAPATCO BRAND
REGISTERED TRADE MARK

Gloves and Mitts—*Styles:*

Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights.

Also Leather Tip and Leather-Faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.

You can **keep** them your customers by continuing to feature the lines of goods you know will satisfy—goods like Tapatco Gloves, that have been consistent in value and satisfaction—to those who wear them—and consistent sales-builders for all who sell them.

The American Pad & Textile Co., Chatham, Ontario

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

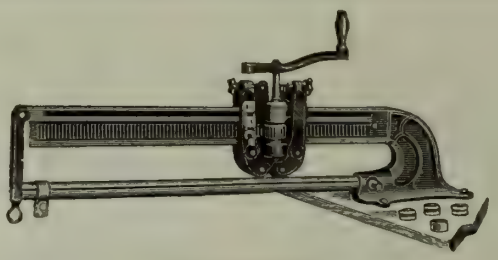
Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

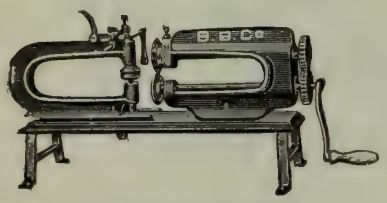
Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

B B Co Ltd.



No. 30—Groover

B B Co Ltd.

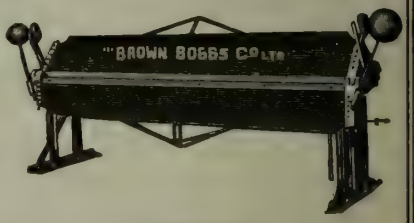


No. 22—Circular Shear

Are You

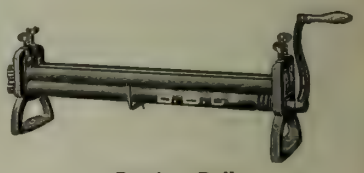
using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**



Steel Brake

Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Do you want this new, bright, spring-colored display for your window?

IT'S FREE WITH BISSELL'S SWEEPERS

BISSELL'S BLUEBIRD DISPLAY

This new Spring Display is as pretty, as cheery and as attractive as our "Peerless" display of last fall was imposing. It will surely make a bright, attention-compelling spot of a merchandise window, after the grayness of winter. It will arouse visions of Spring, with thoughts of home refitting and renovating. It will handsomely tone up a window of home furnishings, home labor-saving utilities, paints, etc.

The Display consists of a three-panel background piece, 26 inches high by 42 inches wide, a top panel 15 by 26 inches, to attach to a sweeper handle, and suspended from this top panel by cords is a cutout of a little girl in a swing. The element of motion so valuable in a window display can be secured by concealing an electric fan behind a piece of merchandise a little distance in front of the display, so as to keep the girl aswing. The display is beautifully lithographed in eight colors on ten-ply cardboard.

The "Bluebird" Display is offered during the Spring Season with factory shipments of one dozen or more Bissell carpet sweepers, vacuum sweepers, or assorted.

Write for a copy of Bissell's Spring Offer Announcement and new price list.

Bissell Carpet Sweeper Co.
of Canada, Limited
Factory: Niagara Falls, Ont. and Grand Rapids, Mich.

A Name That Means "Best" to Customers

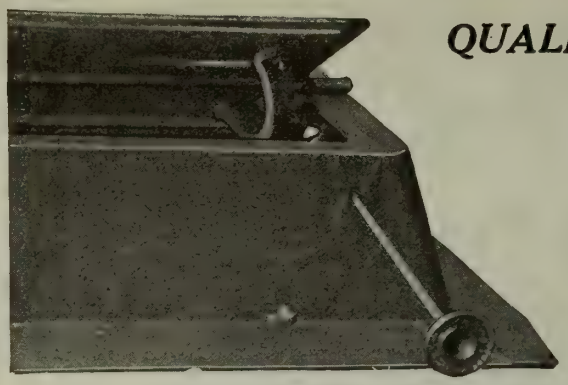
A Famous Five Brand is the biggest selling argument you can present to a file customer.

Famous Five Files for over fifty years have been the standard.

File users know this. All you have to do to make a sale is to show the buyer a Famous Five brand.

We help you to keep your stock complete by maintaining big reserves, that orders may be filled promptly by your jobber.

The Famous Five are:



QUALITY *SERVICE*

THE B&N LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — OUR MOTTO QUALITY — MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

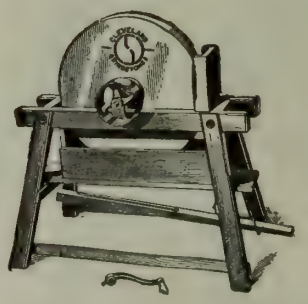
Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

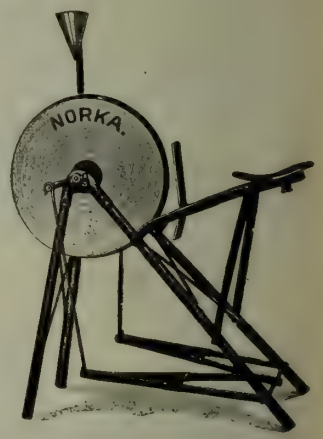
Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

Cleveland Grindstones
PRESERVE TOOL TEMPER

CLEVELAND TRADE MARK GRINDSTONES





THE CLEVELAND STONE CO.
Union Bldg. Cleveland, Ohio

Bisset & Webb, Limited, Winnipeg, Man.
Western Distributors

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

Bread and Cake Boxes

These handsome Cake and Bread Boxes may be had singly or in combination sets, as shown.

They are attractively japanned in French Grey and White with a roller cover. Neatly lettered in gilt.

Full Particulars on Request.

In addition to our general Catalogue, we shall be glad to supply literature on—

Stoves	Enamel Ware
Ranges	Japanned Ware
Wire Goods	Milk Cans
Steel Castings	Galvanizing

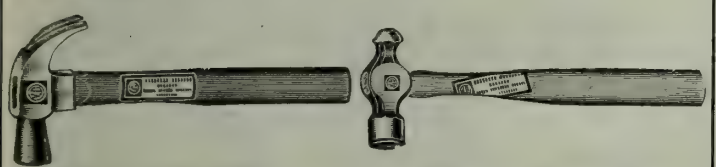
THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO HEAD OFFICE: MONTREAL WINNIPEG

DAVIDSON

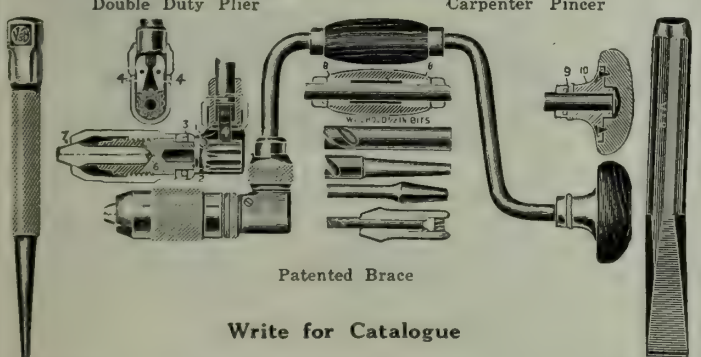
V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer



Patented Brace

Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

2114 Carroll Ave., Chicago

Represented by

ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

XXX

Genuine Arctic Metal

will give satisfactory results in the most troublesome bearings. Will last longer and save many times its cost in repairs. Will reduce your overhead expense.

Tallman Brass & Metal Limited

HAMILTON, ONT.

IMPORTANT ANNOUNCEMENT

TO enable our many customers throughout Western Canada to procure their stocks of Neponset Roofing without delay, and at advantageous prices, we have arranged with the following firms to act as our distributors in their respective territories:—

NEPONSET PAROID

NEPONSET TWIN SHINGLES

Neponset Waterproof Building Paper and Wallboard may be procured in any quantities from:

The Merrick Anderson Co., Ltd.,	Winnipeg, Man.
H. H. Reid Co., Ltd.	Calgary, Alta.
Reid-Russell, Ltd.	Edmonton, Alta.
Nelson Hardware Co.,	Nelson, B.C.
J. T. Allan-Ritchie	412-4 13 Vancouver Bldg., Vancouver, B.C.

This arrangement, we feel confident, will simplify many problems that have confronted Neponset dealers heretofore — more so in respect to deliveries and excessive freight charges.

Inquiries are invited by the distributor nearest to you, with an assurance of prompt and earnest co-operation in all your requirements.

BIRD & SON, LIMITED

HAMILTON, ONTARIO

MILLS AT HAMILTON, ONT. PONT ROUGE, P.Q.

Cotton

Jute

Twines

Walter Woods & Co.

Hamilton and Winnipeg

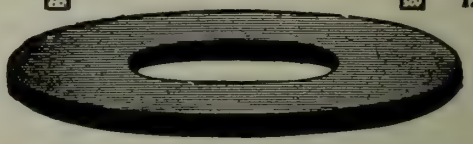
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Morrison Gauges

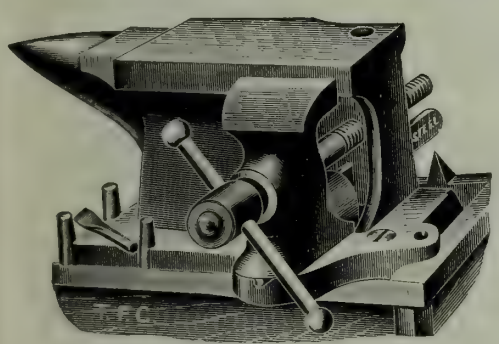
Accurate and Reliable

Not only are Morrison Gauges put to every test for accuracy, but they are accurate and reliable in practical performance as is amply proven by their general acceptance in mechanical work. Their general use in mechanical affairs everywhere shows that they enjoy the well-earned confidence of engineers, designers, draughtsmen and operative engineers—a sure sign that a market is assured for the merchant.

The James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide St. W., Toronto, Ontario



ANVIL AS ABOVE

Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER

Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

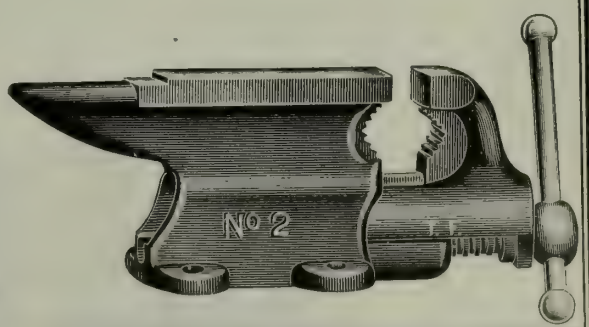
Taylor-Forbes Co., Limited

Head Office and Works:

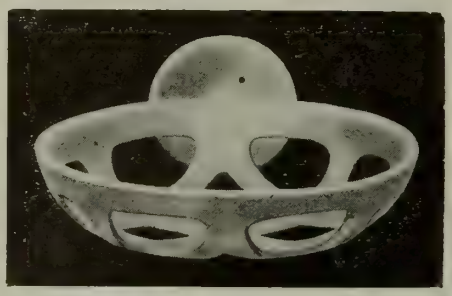
Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.



Sno-Wite
Enameled Fixtures



C87. Soap Dish

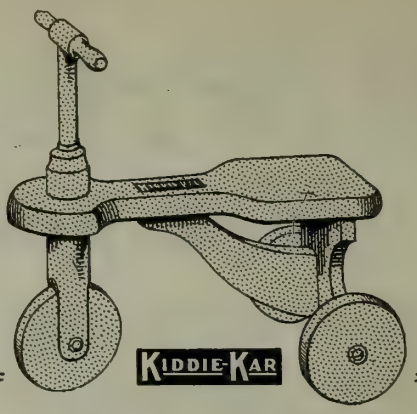
Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

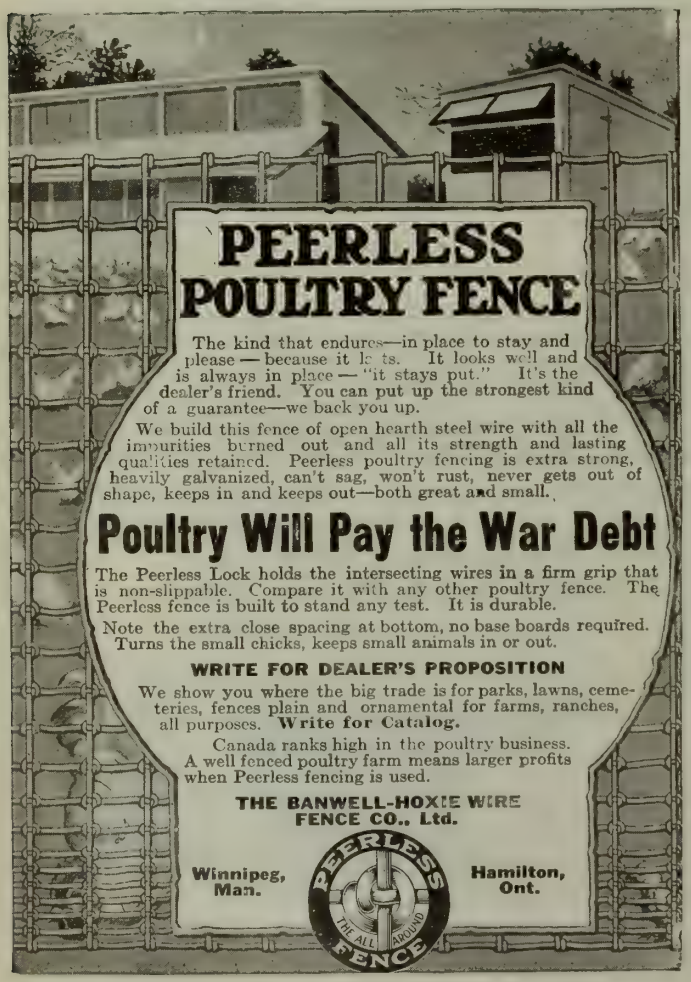
American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber



Kiddie-Kar
A Profit Maker

Kiddie-Kar is a small investment, quick turnover and good profit proposition. Dealers have sold thousands of Kiddie-Kars and every one sold is creating desire in the neighbor's children and so multiplying sales. Children love it and parents approve it. The World's Best Selling Child's Vehicle.

Canadian K. K. Co., Limited
Elora, Ontario, Canada



PEERLESS POULTRY FENCE

The kind that endures—in place to stay and please — because it lasts. It looks well and is always in place — "it stays put." It's the dealer's friend. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Poultry Will Pay the War Debt

The Peerless Lock holds the intersecting wires in a firm grip that is non-slippable. Compare it with any other poultry fence. The Peerless fence is built to stand any test. It is durable.

Note the extra close spacing at bottom, no base boards required. Turns the small chicks, keeps small animals in or out.

WRITE FOR DEALER'S PROPOSITION

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes. **Write for Catalog.**

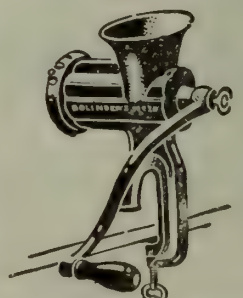
Canada ranks high in the poultry business. A well fenced poultry farm means larger profits when Peerless fencing is used.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Man. — Hamilton, Ont.

PEERLESS FENCE — THE ALL AROUND

BOLINDER'S
FOOD CHOPPING and MINCING MACHINES



THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning. **Made in 9 sizes**

Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.

J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

Trick Mason's Level, six-glass, brass-bound

Adjustable Aluminum Level, four-glass

Carpenter's Black Walnut Level, four-glass

Popular Because of their Extreme Accuracy--
EMPIRE LEVELS

Quality workmen demand quality tools. They realize that a level must have unerring accuracy through a long period of hard service—that is why men who **know** insist on Empire Levels.

The hardware merchant will find it a constantly moving line that presents a convincing array of selling points.

Empire aluminum products are made of a scientific mixture of aluminum and a small amount of alloy correctly proportioned to give a tool of surprising lightness, yet one that is durable and retains its accuracy.

The wood products are made of the choicest of lumber, thoroughly seasoned and coated with long-lived, preservative paints.

The Empire Aluminum Hawk has many advantages over the ordinary wood kind. It is unusually light, compact and easy to work with. The base is an aluminum sheet and has a turned wood handle. Will outlast four or five wood hawks.

Empire Level Mfg. Company

313 First Avenue **Milwaukee, Wis.**

Canadian Office:

140 McGill Street, Montreal

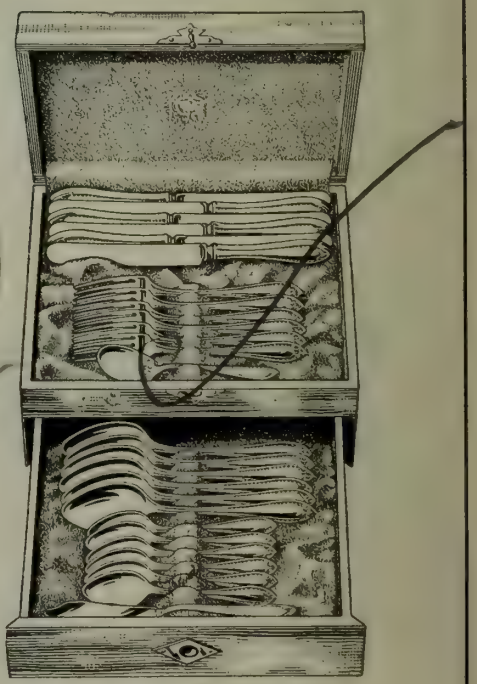
COMMUNITY PLATE

ASK US FOR
ILLUSTRATIONS AND PRICES
ON FULL LINE

FOR SPRING
WEDDINGS
FEW GIFTS
PLEASE
THE BRIDE
AS DOES
COMMUNITY
SILVER-
PLATED
WARE

KNOWN
FOR
DURABILITY

PLEASING
DESIGNS



ORDER THROUGH

CAVERHILL, LEARMONT
& CO.

MONTREAL

In High Class Lavatories

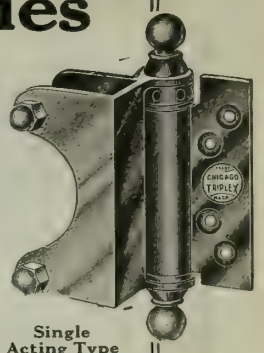
TRADE MARK
CHICAGO SPRING HINGES

TRADE C&B CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every requirement. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.

Chicago Spring Butt Company,
CHICAGO NEW YORK
Send for Catalogue M-36



Single Acting Type No. 2242

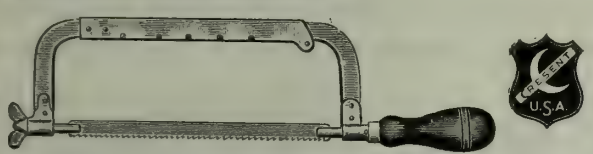
"Crescent"

Salable, Dependable, Profitable

Quick Selling Small Tools,

Hack Saws,

Frames and Hardware Specialties



A line of tools that attracts favorable attention from customers at once. When used they give service that convinces and holds the customer and assures you his future business.

For profit, for turnover, for success, sell the "Crescent" Line.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Saves 50% on Oil Bills

All-Way Oil Gun

For Automobiles and all types of machinery.

A flexible spout makes it possible to reach oil-holes in difficult places with no loss of oil by spilling, or missing the hole.

All-Way Oilers have a special cleaning device at the end of the spout which insures their being always ready for use.

See the All-Way Oiler, R.R. Oiler, Combination Funnel and Filler, etc.

All-Way Oiler Mfg. Co.

196 King Street West
Toronto, Ont.

MENDETS
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

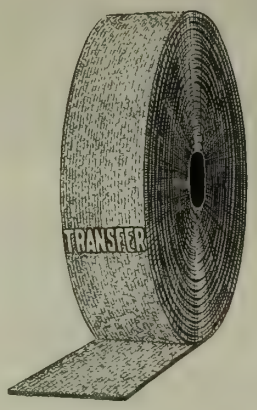
The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

Collette Mfg. Company, Collingwood, Ontario

Strong and Reliable

"Transfer" Power Belting

Better than Leather or Rubber



Protected From All Weather

This remarkable, double-woven, non-creep belting is weather-proofed by special process and also is made fire-resisting so that it is safe in sudden friction emergencies. "Transfer" "hugs," and easily takes care of shifting loads.

Fully guaranteed by the manufacturer

Sole Selling Agents

Campbell Agencies

McKinnon Bldg. **Toronto, Ont.**

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited

37 St. Antoine Street

Montreal

BALE-TIES

Single Loop and Cross Head

Standard Lengths	5 to 12 Feet.
Standard Gauges	12 to 16 Gauge

Other lengths or sizes to order.

We carry at all times the LARGEST STOCK in Canada ready for IMMEDIATE SHIPMENT in any quantity.

ANY SIZE **WIRE** **ANY PURPOSE**

Bright, Annealed, Coppered, Tinned, Galvanized, Etc

Coiled, Spooled, Straightened and Cut to Length.

THE

LAIDLAW BALE-TIE CO.

LIMITED

Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

INCOMPARABLE

REGISTERED
TRADE MARK.

Buyers of Fishing Tackle!

In recent years you must have noticed a marked tendency on the part of **Anglers** to demand finer—less clumsy—better quality tackle. In other words, anglers are becoming real **Sportsmen,** instead of just fishermen and prefer to rely more on their own skill than on coarse, cheap tackle, large hooks and hand lines.

Buyers: Be prepared. The demand for higher grade, more sportsman-like tackle is surely growing rapidly.

We manufacture all grades, but we much prefer to make and sell the **best**—the most sport-productive and cheapest in the end —**the Incomparable Brand.**

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.

Clive Road
Redditch - England

Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

WRITE

The R. McDougall Co.

LIMITED

GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

VOL-PEEK

A Profitable Seller

It's good business to sell **Vol-Peek.** 60% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at one-half cent per mend. Easily applied by hand. Hardens quickly.

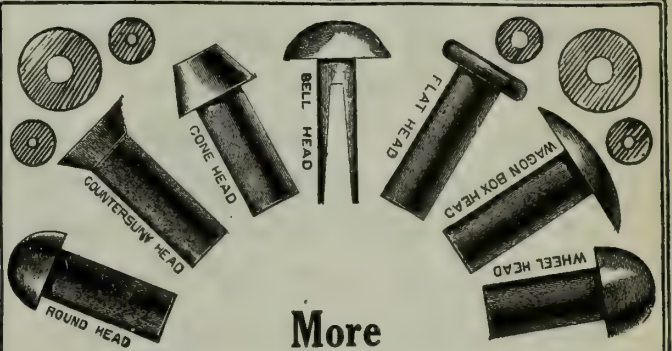
Order your display stand to-day. Contains 24 packages, for $2.25. Sells at 15c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

E. Roy,
654½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 15 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

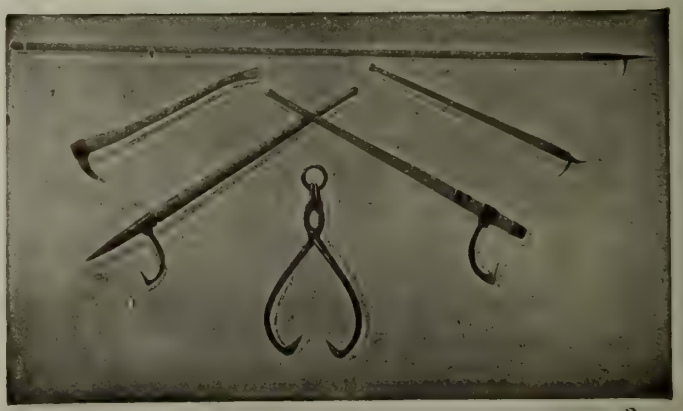
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



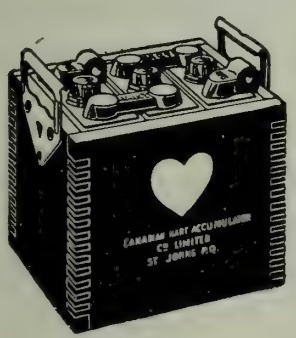
Send Us Your Battery Repairs

Don't attempt to repair storage batteries. It requires a highly skilled expert. Your customers will appreciate really good battery repair work and if you send their batteries to us they will be gratified with the results. Estimates given on the work before we put it in hand, if desired. Ship batteries express prepaid.

We Repair All Makes of Batteries

We are Headquarters for Hart Batteries

When your customers need a new battery, make lifelong friends of them by selling them the Hart Battery. The rugged construction of the plates reduces the danger of the composition breaking down---the chief cause of battery trouble. The Hart Battery is particularly suited for Canadian conditions. Write us for prices and and terms to dealers.



Send Your Tire Vulcanizing to Us

You can take orders for vulcanizing tires knowing that your customers will be well satisfied with the work, if you send it to us. Our vulcanizing plant is in the hands of a recognized expert. Let your customers know that you are prepared to handle this work. Send all tires express prepaid. Estimates given if requested.

We are distributors of
Partridge Tires
Write for Price List

Samuel Trees & Co., Limited

42 Wellington St. E. - - TORONTO

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

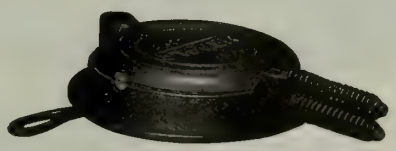
T. F. Shurly Company

Limited

St. Catharines, Ontario

You Will Sell More Waffle Irons

If You Sell the Stover



Look at this cross-section of Waffle Iron Plates. It shows how uniform the STOVER makes waffles.

You will satisfy your customers and increase the popularity of waffle baking by selling this iron. They are made with wood or wire handles, high or low bases, and round or square shapes. Send for our special waffle iron circular.
Then you need our R-19 catalog. We also make windmills, feedmills and gasoline engines.

Mop Sticks
Meat Broilers
Lamp Brackets
Quilt Frame Clamps
Mincing Knives
Pulleys of all kinds
Stove Pipe Dampers
Door Pulls and Latches
Coat and Harness Hooks
Hammers and Hatchets
Cast Pliers
Saw Vises
Screen Door Hinges
Lifters and Pokers

And a general line of fireplace fixtures.

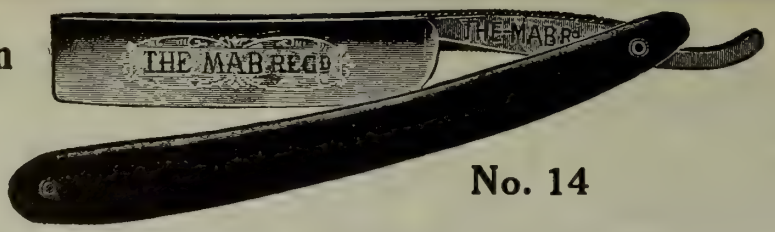
Stover Mfg. & Eng. Co.

709 East St.
FREEPORT, ILL.

Canadian Representatives: Cadman & Co., 322 McIntyre Block, Winnipeg; Mr. G. L. Cohoon, 11 St. Sacrament St., Montreal.

USE THIS COUPON
Stover Mfg. & Engine Co., 709 East St., Freeport, Ill.
Send undersigned information regarding your
.....
Name .....
Business .....
Address .....

A safe and certain line for all Hardwaremen



No. 14

25 years reputation

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

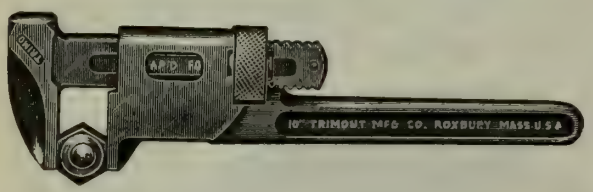
Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto Telephone Main, 6510

Made by THE MAB CO., Birmingham and Sheffield, England

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

Eastern Canada Representatives for--

"V.D.L." Tires and Tubes

"Viko" Aluminum Products

We carry a full line of

Auto Accessories, Electrical Specialties, and Hardware Requisites.

Get our price list.

HURTUBISE LIMITED

SUCCESSORS TO

North American Hardware Supply Limited

222 Notre Dame Street West

MONTREAL - - CANADA

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs.

Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

TOWERS

WATERPROOF CLOTHING

"Takes the wet out of rain"

Why worry about your stock of waterproof clothing to carry? TOWER'S FISH BRAND label is a

Guarantee for Quality

and service. Note diagonal fastening on this coat, thus protecting legs from rain.

Write for prices and particulars of Fish Brand Waterproof Clothing.

Tower Canadian Limited

TORONTO
HALIFAX WINNIPEG
VANCOUVER

TOWER'S TRADE MARK FISH BRAND

"Coast to Coast Service"

Reduces Cost of Production

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls, can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities, is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

TEMPER

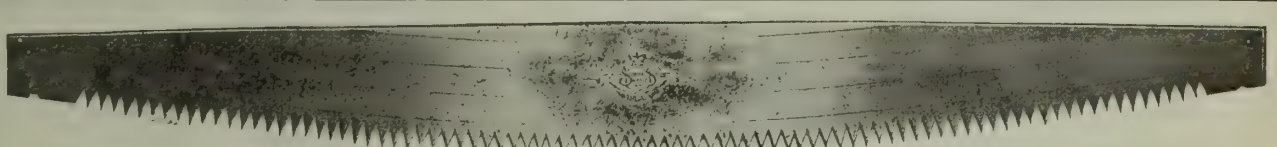
Some razors like some men are spoiled by bad temper.

A razor that doesn't show a good, even temper doesn't get a chance to get over your counter. BUT G. W. KORN'S DO.—

And the G. W. Korn line includes a style at a price to suit all classes.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Canada Office: 140 McGill Street, Montreal



SIMONDS

CROSS-CUT SAWS

Are carried in stock by hardware dealers all over the world. They are standard of quality and are extensively used on lumbering operations, on the farm or wherever a good saw is required.

SIMONDS CANADA SAW CO., LIMITED

"THE SAW MAKERS"

Vancouver, B.C. **Montreal, Que.** **St. John, N.B.**

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? ***Retailers, have you ordered?***

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Sev en Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

D. A. MACDONALD, 141 Bannatyne Ave., WINNIPEG, Man. Sales Representatives for Manitoba

Hoyt Mixed Metal

Business Builder

There is a wide field of profitable sales for Hoyt Metal—the factory, the tinsmith and many others are all good prospects for the hardware merchant who handles Hoyt Metals.

If you are not now handling Hoyt Metal, drop us a line for a catalog. We should like to show you the profits and opportunity for trade open to you in selling Hoyt Metal.

Write Us

Hoyt Metal Company

ontreal TORONTO Winnipeg

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED

1951 DUNDAS ST. W.

TORONTO CANADA

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.

Do not stand and wonder where you can procure any particular line in hardware. That's ours!

We shall assemble all your requirements and dispatch in one consignment.

Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

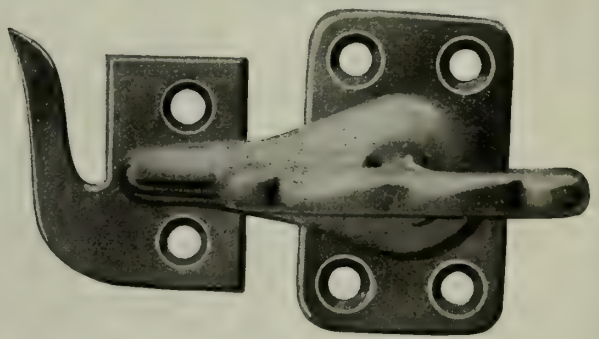
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Casement Fastener
No. 200



For Spring Trade

Casement Fasteners will be in great demand this Spring for new buildings. It means more profitable business for the dealer who stocks them.

We manufacture Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

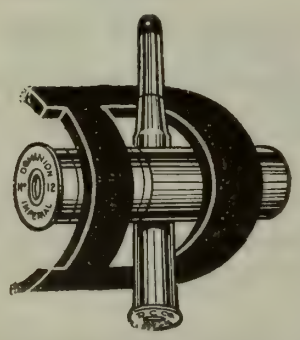
The Stratford Brass Company, Limited
Stratford, Ontario

"Dependable and Accurate"

—it is dependability and accuracy that have built Dominion Ammunition sales for the dealer. From the beginning Dominion Ammunition has been subjected to inspection and tests that have brought it up to the highest of ammunition standards.

Dominion Ammunition

Above are shown two of the many processes that insure the dependability and accuracy of Dominion Ammunition —the individual inspection and the final machine test as to size.



is recognized by your customers because of its two cardinal points—**dependability and accuracy**—and they insist on having the ammunition that possesses them. Impress on them that the nimble fingers and quick eyes of scores of inspectors detect the slightest visible imperfection in Dominion Cartridges or Shotgun Shells. Intricate machinery tests the quality and quantity of loads and measures to a hair the calibre and size—all a part of the Dominion Service to guarantee ammunition that is "dependable and accurate."

Build your sales of Dominion Ammunition on this and benefit by the profit you make on these sales.

Order from your jobber to-day.

Dominion Cartridge Co., Ltd.

Montreal, Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, APRIL 3, 1920 No. 14

CONTENTS

Rumor of Tax on Sales in Canada 48-50
Practical Window of Household Hardware..... 49
Are Your Stock Records Complete? 51
Wages vs. Salary—Two Kinds of Salesmen..... 51
Saskatchewan Convention in June 52
Evidence Too Incomplete, Says Board 53
Buying by Systematic Method 54
Starting Something 55-57
Capitalize Telephone Wrong Number 57
Editorial Comment 58-59
Events in the Trade 62-63
New Hardware Goods 64
Markets at a Glance 65
Weekly Hardware Markets—From Montreal, Toronto, London, Winnipeg, Pittsburgh 65-73
Displays Double Brush Sales 76
How Hardwaremen Advertise Paints 78
Weekly Paint Markets 80-81

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

GOODELL-PRATT

1500 GOOD TOOLS

A Message from Mr. Punch

Day-by-day dividends of positive satisfaction are collected by dealers who handle the Goodell-Pratt line of good tools.

The dealer who begins with a few of the more than 2,000 different tools listed in the big Toolsmith Catalogue soon looks carefully to see what other Goodell-Pratt tools his customers can use.

Toolsmith Dealer satisfaction is made up of several important factors.

Goodell-Pratt means the right tool to buy among a large proportion of mechanics, house owners and people who look after their own cars. The Toolsmith's message is sent out constantly to every section of the country through the strongest advertising mediums.

Then, too, these attractive tools, assisted by effective window and counter displays, make excellent salesmen by themselves.

In service, Goodell-Pratt tools quickly win the owner's confidence and concentrate his buying habits on this one complete line.

Goodell-Pratt Dealers, in addition, invariably receive prompt, courteous and efficient service from the manufacturer.

Goodell-Pratt Company
Toolsmiths
Greenfield, Mass., U.S.A.

Makers of Mr. Punch

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, APRIL 3, 1920 No. 14

Turnover Tax Widely Discussed

Explanation of Proposed Tax—Tax Would Apply on All Sales Regardless of Profits—Views Requested From Merchants—Saskatchewan Retailers Opposed to Tax

ELSEWHERE in this issue an article refers at some length to the "Rumored Turnover Tax for Canada." A rumor is circulating to the effect that the present federal taxation of excess profits will be discontinued, and in its place a turnover tax will be adopted. This new tax would affect all businesses regardless of profits. In the hardware trade, as in other businesses, it frequently happens that a hardware merchant with a turnover of say $75,000 per year, makes a greater profit than another merchant who has a much larger turnover. Nevertheless, the merchant making the smaller profit would pay the greater tax. There are many interesting phases to this subject and HARDWARE AND METAL in the next issue will publish the views of many merchants and wholesalers. We also ask our readers, after reading the article, to write to us expressing their views on the new proposed form of taxation. Names will be withheld if desired when views are published in HARDWARE AND METAL. HARDWARE AND METAL'S representative at Saskatoon advises us that the Saskatchewan Retailers' Association is opposed to the suggested tax. The advice states "That the proposed tax on retailers of one per cent. or one-half per cent. by the Dominion Government would tend to increase prices of the necessities of life still more, is the opinion of Saskatchewan retailers, as represented by their provincial association, according to protests which are pouring into the headquarters from branches all over the province. The determined effort of the association, it is said, is to keep prices down, but this will force them higher and is therefore strongly opposed. It is termed an 'unfair measure' and an 'imposition.'" In our next issue we hope to give views of manufacturers, wholesalers and retailers.

INCREASING SALES

"THE best time to increase sales is before you have to." The foregoing remark, credited to a remarkably successful business man, emphasizes a point which is kept clearly to the forefront in the mind of the hardware merchant at this season of the year. There is no good reason for pessimism of any kind at the present time. The outlook for the balance of 1920 is exceedingly bright. At the same time it is advisable to "cash in" right now on all the business that is available. There are very few merchants or salesmen who cannot, by a little extra effort, greatly increase the sales volume during the spring months. Extra effort exerted at this time in selling and collecting will enable a merchant to build up a reserve which is bound to come in useful later on.

WEEKLY HALF HOLIDAY

WITH the approach of the summer months the weekly half holiday question comes prominently to the fore. For some years past HARDWARE AND METAL has issued a booklet for the convenience of traveling salesmen, giving names of cities and towns with information regarding weekly half holidays. The fact that several thousand copies are required each year to supply traveling salesmen, indicates that a large army of men is greatly affected by weekly half holidays. Reference to this book, however, shows that the holidays are spread over practically the whole week, from Tuesday to Saturday. This represents a tremendous loss of time and money to traveling salesmen, manufacturers and wholesalers. Trips are badly disorganized, general confusion reigns in the traveler's life during the summer months. HARDWARE AND METAL would welcome suggestions from travelers and retailers as to how the present unsatisfactory situation could be remedied. A uniform weekly half holiday has frequently been suggested for all towns and cities. Perhaps a good discussion of the matter would help towards a solution. Let us have your views and we will pass them on.

THE speculator and the premium operator are doing mighty little to help the consumer of iron and steel when he most needs help, which is right now.

Rumor of a Tax on Sales in Canada

Outline of Workings of a Tax Which It is Rumored May Become Effective in Canada—Suggestion of 1 Per Cent. Tax on Sales

ALTHOUGH it has been intimated that the budget speech may not be expected before May 1, there are many men in the business world who are wondering just what the Canadian Finance Minister will propose in the way of taxation. It is well known that present methods of taxation have been faced with considerable criticism. Hardware merchants throughout Canada have been interested in rumors which have been circulating to the effect that a tax on sales may form the basis of a new method of taxation in Canada. Many inquiries have been made as to just how this tax could be applied and with what result. It has been rumored that the tax, if made effective, would be on the basis of 1 per cent. on sales. Thus an article of hardware passing from the raw material stage to the manufacturer, thence to the wholesaler, later to the retailer, and finally to the public, would be subject to a tax of 1 per cent. on four or more occasions.

A special edition of the "Bache Review" covers the question from several angles. While the Review urges a tax on sales as an economic tax which should be substituted for the present methods of business taxation in the United States, the points covered are equally as interesting to the Canadian business man as to the business man of the United States. After referring to the present methods of taxation in the United States as a destructive tax system, the Review outlines the proposed tax on sales as follows:

An Economic Tax Should Be Substituted

"There is only one way to escape this, and that is through a tax on sales, in which every citizen of the United States, as well as any foreigner who may live within our shores, will pay equally toward the expenses of the Government and have his stake in the country.

"A small tax, say 1 per cent., on sales, while it would produce in the aggregate an amount large enough to make it unnecessary to keep the excess profits tax in force, might be large enough even to reduce the surtax on income and would bear so lightly upon the individual that its existence would be scarcely perceptible.

"It would be, in effect, a flat percentage of 1 per cent. against volume of business, to be paid monthly by every corporation, partnership, association or individual in business.

"In the case of banks, brokers, jobbers or commission men, the percentage should apply on 'Gross Income' before payment of operating expenses, rather than against gross volume of business handled.

"The turnover in the United States for the year 1919 is estimated by a competent financial authority at between 1,400 and 1,500 billions of dollars. These figures have been arrived at by using a method employed by Prof. Irving Fisher. Mr. Fisher estimates the circulation of money and of checks, adds the two, and obtains a figure for the value of goods bought. His 1918 figures showed a total of 1,269 billions of dollars. The same method shows an approximation of 1,484 billions for 1919.

"From this amount must be deducted the turnover on the various exchanges — grain, cotton, stock, the sale of securities, municipal, corporation and others — but we do not think that these amount altogether to more than 500 billions of dollars. This would leave 1,000 billions of dollars to be taxed, but if we reduce this by half, if it should develop that duplication in the figures amounts to any such percentage, we would still raise 5 billions of dollars by this tax.

"That is, a tax of 1 per cent. on sales of 500 billions of dollars would produce revenue of 5 billions of dollars a year.

Advantages of a Tax on Sales

"The analyses appearing herewith show the tax of 1 per cent. on sales worked out for three of the important products of the country, and while this shows that the tax is duplicated several times during the progress of these commodities through business channels, the tax falls only once upon the same class of business men.

"In the case of the loaf of bread, the ultimate purchasers do not have to pay more for their loaf, and the tax would be absorbed by the seller in the various movements which the wheat makes until it reaches the ultimate consumer. On beef, the maximum would be 1 cent per pound, and the same rates would apply to hog products.

"The advantages of this tax would be that it would be equally paid by everybody in the country, and might lead, perhaps, to thrift, since those who wish to avoid paying taxes would only have to decrease their expenditures.

"If any such amount can be raised as would appear probable, predicated on the figures submitted, all income taxes on incomes of $5,000 or less would become unnecessary, and a nominal income tax on all other incomes would be sufficient. To-day an income of $5,000 pays between $120 and $160. Under the new tax, if it is expended in toto for the purchase of commodities, the income of $5,000 would pay a tax of $50, assuming that every article purchased has had the tax added and the consumer has had to pay it. But on many articles the tax is so small that it is absorbed or paid by the seller out of his normal profits and not added to the purchase price.

"This tax can only be consistently levied and collected if paid by the seller, and should be evidenced in the working out of the tax by stamps on receipts, where books are not kept, or by charges against turnover as shown by merchants' books less any allowance for stamps given on receipts. It would be the simplest tax that could be collected, and there need never be any dispute as to the amounts of individual taxes, as now arise in a multitude of cases under the present tax laws. It will require a very much smaller staff to collect, and practically no expert service. It will materially reduce the expenses of the Government in collecting taxes, and the yield can be very closely figured, and cannot materially shrink or increase by temporary developments in values or the volume of trade, since the turnover in the volume of the country's business rarely fluctuates more than 10 per cent. in a year.

"Realizing that this tax is such a radical departure from any other system of taxation now in use in this country, a campaign of education becomes an important essential. We are taking the liberty of putting this before you with a view of enlisting your interest in the movement and your aid in spreading the doctrine in your locality, bringing all the influence possible to bear on legislative bodies in Washington, so that full consideration may be given it."

APPLICATION OF THIS TAX

ON BREAD

In estimating the effect on the price of a loaf of bread, the tax would be levied first when the wheat leaves the producer; second, when it leaves the miller; and, third, when it leaves the retail grocer or the baker. Prices and taxes would be as follows:

When It Leaves the Farm

	Price	Tax
One bushel of wheat would be sold for, say..	$2.00	$0.02

When It Leaves the Miller

4½ bushels of wheat to the barrel, with flour averaging $12 per barrel, would make one bushel of wheat in flour, worth.....	2.67	.0267

When It Leaves the Baker

A barrel of flour makes from 260 to 270 loaves of bread. One bushel of wheat is two-ninths of a barrel of flour. This would make 60 loaves to a bushel of wheat. Figuring these 60 loaves at an average of 8c to 9c per loaf, price would be	5.10	.0510
This would make the total tax on all sales of a bushel of wheat, from wheat, to flour, to bread		$0.0977

This tax thus far — approximately 10c — is the total price to be added to the 60 loaves of bread on account of the 1 per cent. tax on sales progressively from the farm to the consumer.

This total tax, if passed along, is so small, amounting to less than one-sixth of a cent per loaf, that it could not be added to the price per loaf to the consumer. It would probably be passed on by the miller and be paid by the baker; but would be such an infinitesimal reduction from his profits that he would be almost totally unaffected.

These calculations are based on only three sales, from farmer to consumer; but if one or two more sales of the wheat take place it would still leave the tax at a small fraction of a cent to the loaf.

Further than this, it is stated that bakers do not bake half the bread used. Many domestic users buy flour from grocers and make their own bread. This further reduces the individual tax.

CALCULATIONS OF THE TAX ON BEEF

In the same way the tax-result on beef may be estimated as follows (result on steer killed July 17, 1919, lot 301):

Cost of Live Animal and Expense in Killing and Disposing of Resulting Products

Live weight, 1,202 lbs. @ 16.34 per cwt.....	$196.41
Expense and labor, buying, killing, driving, yarding, feeding, refrigeration, etc.	8.85
Cost of selling (branch house expense) 86c per 100 lbs.	6.10
Freight to branch house 710 lbs. @ 69c.....	4.90
Total cost	$214.26

Amounts Received for Products Sold

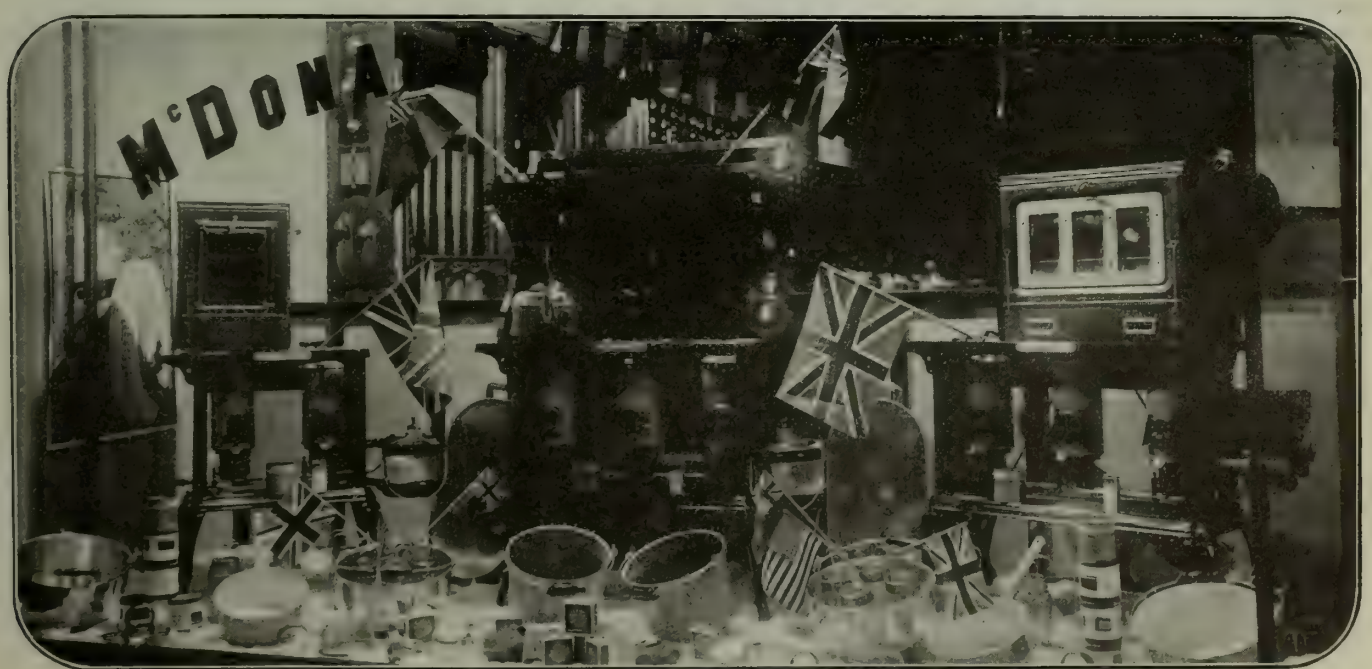
Fats—85.8 lbs. @ 18.81 per 100 lbs.....	$16.14
Hide—78 lbs. @ 32.71 per 100 lbs.....	25.51
Offal—Edible and inedible @ 41c per cwt (live weight)	4.93
Dressed beef—720 lbs. less shrink 10 lbs.—net 710 @ 23.99 cwt.....	170.33
Total selling price	$216.91

How the Tax Would Affect the Consumer

	Price	Tax
If we analyze these figures, we find that the cost to the packer of one steer would be	$196.41	
The tax of 1 per cent., to be paid by the farmer or the seller, would accordingly be		$1.96
Following up the 720 lbs. (net 710 lbs.) of dressed beef, the selling price of this would be	170.33	
On which the tax paid by the packer would be		1.70
The total tax which might be added to the beef, first by the farmer and then by the packer, would thus be, when the beef reached the retailing butcher....		$3.66—
Dividing this tax up among the net 710 lbs. of dressed beef, we find that the tax on each lb. would be.....		$0.005+
If the butcher sold the beef at, say, an average, all cuts, of 40c per lb., his tax would be four-tenths of a cent per lb. — or two-fifths of a cent		.004

The total tax thus far, if added to the

Practical Window of Household Hardware



Window dressed by McDonald and Oliphant, Dauphin, Man., showing a neat and practical arrangement of household hardware, with a background of oil stoves. A display of this kind always appeals to the housewife.

price to be paid by the consumer, would thus amount to $0.009

which is a little less than 1 cent a pound on beef. This includes all taxes from the farm, to the packer, to the butcher and to the consumer.

CALCULATIONS OF THE TAX ON HOG PRODUCTS

We have obtained, also from official sources, figures on the cost of hogs and hog products, and have estimated the tax which, under this plan, would be levied from the time the animal was sold by the farmer until the various products reached the consumer.

Result on Hog — October 17, 1919

Live weight, 306 lbs. @ 14.3c.....	$43.76	
Expense and labor, buying, yarding, driving, killing, feeding, refrigeration, etc.	4.59	
Total cost		$48.35

Value of Products Resulting from Hog

	Live weight	lbs.		
Hams	14%	42.84	@ 20½c	$8.78
Bacon and fat backs...	31%	94.86	@ 21¼c	20.16
Shoulders	12½%	38.25	@ 22½c	8.61
Lard	8%	24.48	@ 29c	7.10
Leaf lard	3%	9.18	@ 29½c	2.71
Other products	4.02%			1.44
	72.52%			$48.80

72.52 is the per cent. of marketable products to live weight

How the Tax on Sales Would Affect the Consumer

	Price	Tax
If we analyze these figures, we find the cost to the packer of one hog would be	$43.76	
The tax of 1 per cent. to be paid by the farmer or the seller, would accordingly be		$0.44
Following up the approximate 217 lbs. of consumable products of one hog, the selling price of this would be.....	48.80	
On which the tax paid by the packer in selling this would be		.488
The total tax which might be added thus far, first by the farmer and then by the packer, would be, when the hog reached the retailing butcher		$0.928
Dividing this tax through the 217 lbs. of consumable products we find a tax on each lb. of		$0.0043
The tax thus far on the 217 lbs. of consumable products is, as we have seen, about 93c, or at the rate of less than one-half of 1c on each lb. If the butcher sold the pork products at retail prices, he would receive about $107, on which his tax would be about one-half of 1c per lb., namely.....		.0049
The total tax, if added to the price to be paid by the consumer would, in all, amount per lb. to		$0.0092

which is a little less than 1 cent a pound on pork and pork products.

Shippers Seek Power to Prepay Freight Charges

Canadian Railways Refuse Permission on Goods for U.S.—Injures Trade—American Railways Would Accept Prepayment on Canadian Goods for Export—Judgment of Board Reserved

Ottawa.—The ruling of the Canadian railways not to accept prepayment of freight charges on traffic destined to the United States, has aroused the opposition of Canadian shippers who have requested the Canadian Railway Commission at Ottawa for an order abolishing the right of railways to enforce such a regulation. A deputation comprising representatives of various industries, boards of trade and the Canadian Manufacturers' Association waited upon the Commission and pointed out the advisability of allowing shippers to prepay freight charges if they so desired. In this way they could sell to the American buyer at a delivered basis and the latter would know exactly what the goods would cost him. Freight charges could then be made in Canadian funds and the ultimate cost to the purchaser reduced. Canadian manufacturers would thereby be in a better position to compete with manufacturers in the United States, producing a similar line of goods.

Would Obtain Canadian Export Business

R. A. Pringle, K. C., ex-Paper Controller of Canada, took the stand that the railways were not entitled to make such an order without first submitting a by-law to the Board of Railway Commissioners, and this had not been done. It was intimated that the United States Railway Boards would probably accept prepayment of freight for export from the United States ports. W. S. Tiltnan, of the Montreal Board of Trade, added that negotiations along these lines were now under way and it seemed likely that railways across the line would consent to lose the difference in exchange in order to obtain Canadian export business. They would otherwise run the danger of losing a great deal of business to Canadian ports as St. John, Halifax and Montreal.

Under the present system freight charges are paid at the destination in American funds and the Canadian railroads receive their share also in American funds. If their decision were revoked they would stand to lose a considerable sum arising out of exchange. A compromise was suggested that the Canadian portion of the rate be paid in Canadian funds and the American portion in American funds. There was opposition to this suggestion that it would be extremely difficult to work this portion out, with the exchange rate fluctuating daily. Chief Commissioner F. B. Carvell, however, suggested the rate of exchange might be fixed every Monday for the week and an arbitrary division of the freight charges might be arrived at, in which case part would be paid in American funds and part in Canadian. This met with the approval of some of the shippers present.

The Commissioner intimated at the opening of the meeting that he did not regard the proposed interference in this matter favorably. He, however, reserved judgment and shippers generally are awaiting with interest the Board's decision on the matter, which should be announced very shortly.

Glass Makers May Extend Production Several Weeks

HARDWARE AND METAL understands that glass makers in the United States are, at the present time, considering the advisability of extending the spring operations on glass making.

It is generally known that there are two firings during the year, and the first of these may be extended three weeks owing to the acute shortage of supplies on the other side of the line. The matter is now receiving consideration, and a decision will be arrived at shortly.

All reports indicate that the supply of glass has been pretty well absorbed as manufactured. There are factories of course which are making glass continually through the machine method, but the factories which are using the hand process use the seasonal method entirely.

Supplies of glass in Canada are dependent very materially at the present time upon the production in the United States and it will be of much interest to learn of the decision of the makers as to whether production will be continued.

The present situation continues to be a very strong one, prices being firmly maintained, there being little prospect of any recession of values. Orders are coming to hand frequently and the consumption continues in unabated fashion.

Are Stock Records Worth Their Cost?

Yes, They Are Worth Many Times What They Cost, But Only if the Merchant Knows How and When and Where to Use the Facts That a Stock Record System Supplies

By FRANK STOCKDALE

[In "Electrical Merchandising]

SOME merchants say by their actions that stock records are a luxury which they cannot afford. Perhaps it would be fairer to say that most merchants regard stock records as too expensive because they do not earn enough to justify the added expense to the business.

After years of investigation in the retail field, I am of the confirmed opinion that 90 per cent. of the retail merchants of this country — and this proportion will probably hold for merchandisers of electrical appliances and supplies—are not ready for a stock record system—just yet.

The reason they do not need a stock record system now, however, is not because a knowledge of stocks is not one of the most vital things in conducting a retail business, but it is because of this fundamental principle:

It never pays to buy business facts until one has use for them.

The buying of facts should be put on the same basis as the buying of merchandise, that only the facts that can be used profitably should be bought. In my trade investigations I have found retail merchants by the hundred who have installed and afterwards thrown out good business record systems, not because there was anything wrong with the systems, but because they could not see dollars and cents returns on their outlay. These merchants could see their money going out for books and blanks and bookkeepers, but they could not see any money coming back as a result of their figuring. Notwithstanding these facts, the most progressive and best informed merchants of this country buy facts regularly and in large quantities. They would not be without them under any conditions. The reason, of course, is that they know the value of these facts. They know the value of the facts because they know how to use the facts.

That's why we ask the question, "Are stock records worth what they cost?" and we answer this question with, "Yes, they are worth many times what they cost—if the merchant knows how and when and where to use them."

If a merchant does not know that his poor buying methods waste hundreds of dollars every year because he guesses what sizes are the best sellers, what kinds are the best sellers, and what prices are the best sellers, in addition to guessing about how many he sells and how long a time it takes him to sell a given number—I say, if a merchant does not know that this sort of buying loses him a lot of money every day and every month and every year—then there is one use—one big use—of a stock record system that he will not appreciate because he does not realize its usefulness.

If a merchant does not know that he loses money right along because he is not able to locate the stickers early and put selling pressure behind them before they become shopworn and out of date, he will probably not be very enthusiastic over a stock record system that will help him to "spot" the stickers in time to get his money out of them.

And then again, if a merchant thinks he knows how to price his goods in order to be sure of a real profit, even though his method be pure guesswork, he will not be able to see the value of a stock record system that will make it possible for him to price his goods in entire fairness to himself and to his customers.

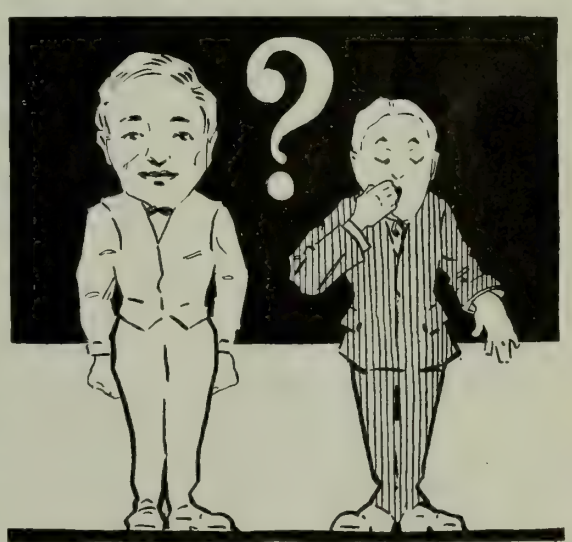
Without attempting to go into any details as to what a good stock record system is, let us take up some of the questions that come to you every business day, remembering all the while that a good stock record system will help you to answer all these questions.

Wages vs. Salary

Two Kinds of "Salesmen"

[Written for HARDWARE AND METAL]

By F. A. FARRAR



THERE is a big difference between wages and salary. If a clerk in the paint department is just a clerk he gets wages, but after he is a real salesman he gets **salary.**

Here are a few points worth remembering that may help out in bringing about the change.

Greet everyone with a smile and say "Good morning." A smile is really a courtesy salute. It puts the whole conversation which may follow on a higher footing and makes the line to sales shorter.

Serve promptly — don't let a customer wait while you finish a baseball or tango talk to one of your associates. Polish off the orders first.

First come, first served — give Mrs. Late Comer a side nod and a smile of recognition if she is last, but stick to Mr. Early Bird until you complete his order.

Don't forget to give Mr. Pint Can the same attention as you give Mr. Gallon Buyer, for their places may be changed to-morrow.

Get your customer's mood — if he is in a hurry and knows what he wants give him snappy service, and employ no needless words or acts. If he is in doubt and wants advice be sure that he gets the correct kind, for he is going to remember it when next in the market. Recommend something you know is good and know why you know it.

Recommend the better grade of goods always — they are best in the long run, but treat every grade with respect as a good buy for the money involved.

No clerk or no man should be too great to own up when he makes blunders. Try to make fewer in your department, but progress by any error made.

When Your Competitor Undersells You or You Undersell Him

What do you do when your competitor undersells you? We could put this the other way and say, What do you do when you find you are underselling your competitor? Maybe you figure that you know and he doesn't know how to mark a particular line of goods to make a profit. But when this competition of yours happens to be a chain store, a department store or a mail order house, you hardly assume that their prices for merchandise are arrived at by poor methods of figuring.

Most of your competition—that is, your real competition, comes from these big institutions. That's why you should know what to do when their prices are above or below your own, and unless you know what your cost of doing business is by lines or departments, you cannot know what your net profits on these lines or departments are. So the question, "What to do?" becomes one of the big questions in your business.

What do you do when the travelling man quotes a lower price for a larger quantity? He usually does, doesn't he? And when he does, do you simply scratch your head and take a "long shot?"

If you do, you probably have the same difficulties that other merchants have who buy in quantities—that is to say, you sometimes make a good buy and find that the goods are sold in a comparatively short time and without much depreciation. At other times you get a lot of goods on your hands, and after you have added depreciation and carrying charges, you find that you have to dig up some of your real profits to take care of your losses.

An extra 5 or 10 per cent. off for larger quantities is sometimes a good thing and sometimes a very poor thing from the standpoint of profits. What you do in such cases should depend not upon what you think should be done, but what you know should be done.

Do You Know How to Locate Slow Sellers?

What do you do when you want to locate the slow sellers in your stocks? Of course, you can locate them if they stay long enough—in fact, they will sooner or later become a real eyesore and you cannot overlook them.

The important fact, however, is how to locate the slow sellers right at the time they begin to slow down. That's the time you want to locate slow sellers, because it does very little good to locate them after the style has changed or the season has passed, or the goods become shopworn.

Every merchant who pushes sales through advertising and display, watches his slow-selling goods, first, for information in selling so that he may push them and get his money invested in active stock before he is obliged to accept a big sacrifice, and also for information in buying so that he may avoid repeating his mistakes.

What do you do when you are placing an order and the salesman asks, "How many?" or "How much?" Do you stop, hesitate, ponder and then make a guess, or do you turn to your records and there learn what you have on hand, what merchandise you have sold and how long it took you to sell it?

Also, and this is of considerable importance in normal times, what did you pay for the goods you bought, and at what price did you sell them?

With this information in hand you ought to be able to buy the right goods at the right price—in most cases. When a merchant buys by guesswork or depends upon the amount of enthusiasm the traveling salesman creates, his store is usually filled with dead stock, and he wonders where his profits have gone.

What do you do when others advise you to make quick sales and small profits? A great many merchants find it easier to get small p rofits than to get quick sales. They find it a little difficult to figure just when the sales are quick enough to justify a short profit, and having once decided that the profit may be a little shorter because of the quick sales they still have the additional problem of figuring out just how small the profit may be and still leave something to be deposited in the bank.

"Quick sales and small profits" is a good theory. The real trouble with this advice has always been that merchants have assumed that small profits cause quick sales. You will agree that this is entirely too much to assume. The fact is, you cannot afford to assume anything of the kind in regard to your store. To assume, in this case, is to guess.

What you do in such cases should be based upon definite knowledge, and this knowledge can only be obtained through the use of figure facts.

Good Stock Record System Gives Information When Needed

You know, of course, what you do do under the various circumstances as mentioned above, but the answer to the next question, "What should you do?" is probably a little hazy to a great many electrical dealers. If it is, the writer has an opportunity right now to do you a very special favor by telling you that practical, profit-making answers to these questions may be obtained from a good stock record system.

And furthermore, a good stock record system can be bought just as automobiles are bought. In stock record systems you can get anything from a Packard to a Ford, and the strangest part of it is that more of the Fords have not been used. A lot more merchants would own and operate stock record systems if they knew where to get a low-priced "system" that would not use too much "gasoline."

A stock record system that fits your business will pay big profits on the investment once you get to using it in your buying, selling, and profit-figuring. It will tell you what to do to make more profits.

Saskatchewan R.M.A. Meets in June

Probable Dates Are June 8, 9 and 10, at Moose Jaw—Trade Sections Will Meet First and General Meeting Will be Held Last Day—Resolutions Wanted Early

SASKATOON.—Plans are under way for the annual convention of the Saskatchewan branch of the association, which this year is to be held in Moose Jaw in the month of June instead of May as formerly, says "The Western Retailer." The merchants of the Southern city are now getting things into shape for this event, and F. E. Raymond, Provincial Secretary, has recently been in consultation with S. D. McMicken, the president of the Saskatchewan branch, and the Moose Jaw merchants, with a view to making the 1920 convention one of the most successful that has yet been held in the province. It goes without saying that the Moose Jaw merchants will spare no effort to make the convention successful in the highest degree, from the point of view of both business and pleasure. It has been tentatively arranged for the convention to be held Tuesday, Wednesday and Thursday, June 8, 9 and 10.

The convention this year will be run on altogether different lines than formerly as regards the business portion. It was found that by having a general meeting representative of every section of trade on each day of the convention that much time was lost in the discussion of questions that were of interest to only one particular branch of retail merchandising. In order, therefore, to save the time of delegates it has been decided this year to devote the first day or two, according to the necessities of the case, to trade sections, so that each branch of business may discuss its own particular problems. The last day of the convention will then be devoted to a general meeting, at which questions affecting the common interests of merchants can be discussed, in which all delegates to the convention will have equal interest. By this means it is possible that a more comprehensive programme can be adopted and every delegate at each trade sectional meeting will realize that the branch of trade in which he is particularly interested is receiving adequate attention, and that he is equally interested with the other man in the discussion of any particular subject that may be brought forward.

Continued on page 73

Evidence Too Incomplete, Says Board

Synopsis of Board of Commerce Judgment in the Wholesale Grocers' Combine Investigation Case—Further Information Must be Secured Before Declarations on Business Ethics Will be Made —Retailers Are Cleared

THERE was no clear-cut decision by the Board of Commerce in the Wholesale Grocers' Combine investigation, which concluded in Toronto last week. The Hamilton Retail Grocers' organiaztion was completely exonerated on the charge that they were a price-fixing organization, but "as you were" would describe, briefly, the case of the wholesalers and manufacturers who were alleged to be combining in restraint of trade to the detriment of the public.

Refers to Private Squabbles

In its judgment, the Board of Commerce declares that the evidence fell far short of what had been anticipated. The evidence submitted, so the commissioners affirmed, related mainly to private and sordid squabbles of various vendors of merchandise over ways and means of their own enrichment, in which matters the general public was not interested; nor was the Board, because in no event could the general public secure an advantage. As far as the actual evidence as submitted was concerned, the Board would acquit the wholesale grocers. The judgment in this connection reads:

"The proceedings have so entirely failed of their object, that if it were obligatory upon the Board to now render a decision upon the material and testimony put before it, that decision could only be the complete acquittal of all those accused; but, fortunately, the Board is not called to finally decide upon the fragmentary and insufficient material which has been set before it."

Nothing Definite on Resale Prices

Investigations which the Board of Commerce itself has instituted have been going on for some months, and these will be continued until finally it has sufficient evidence upon which to make declarations regarding manufacturers' selling agreements, ethics of the fixed resale price, and as to whether any organization is acting in restraint of trade.

From the standpoint of the resale or common price agreement the judgment reads:

"As to the charges against the manufacturers, the Board pointed out that it had already instituted of its own motion, was carrying on and proposed to conclude as speedily as possible, a Dominion-wide enquiry into the existence, scope, effect and fidelity of price-fixing agreements, including an enquiry into the costs, prices, and profits of and upon commodities being sold under the fixed retail plan of merchandising, which latter mentioned matter, in the judgment of the Board, constituted a prime and necessary element in consideration of the interests of the public. In the Board's decision the proposed enquiry at the instance of the Ontario Attorney-General, as compared with the Board's proposed enquiry, could only be superficial and incomplete."

What of the Chain Store?

No declaration was made in the judgment regarding the ethics of the chain store and department store purchasing direct, or as to the legality of wholesalers, as an organization, combining to refuse to purchase goods from the manufacturer who sells to large retailers to the disadvantage of the smaller dealer. Nor was anything said regarding the ethics of wholesale houses being formed by consumers and retailers' organizations for the purpose of buying direct. The Board has already made a decision in regard to a wholesale organization formed by a number of retailers, and and during the investigation this organization was, at different times, called a "sham" wholesale house, and therefore that system was not approved by the Board. One would not expect any different final decision as to wholesale firms formed by consumers' associations or organizations such as those of farmers, labor men, etc. During the course of the investigation, counsel for the Attorney-General's Department stated he intended to call someone who could describe the work of co-operative stores, but no one was called to give evidence in this connection. This the Board regretted.

Wide Investigation Under Way

As to the future proceedings by the Board, the following from the judgment is illuminative:

"As to the remainder of the charges respecting the wholesalers and manufacturers, the Board expresses its complete dissatisfaction with the case as presented, and it is resolved not to permit the charges to be dropped in the incomplete condition as to proof in which they have been left. Accordingly, in these proceedings, and at this stage, the Board neither acquits nor condemns any wholesaler, manufacturer or association. Instead, it will take these proceedings into its own hand, reinstate them, and after enquiring further and at length into such essential matters and considerations as have been left unproved, including costs, prices and profits, first enquiring by way of sworn questionnaires, and examination of books, records and business summaries, and afterwards, if necessary, by way of court hearings, it will be enabled to render a decision of a decidedly more conclusive character than it could now if it undertook to decide matters of such great public importance as are involved upon the mere reading of a dozen or so resale price agreements, and upon the recital of the woes, and yearnings of disappointed or rejected applicants for membership in trade associations, or for special concessions as to profits, discounts, or rebates, all of such applicants being moved by self-interest and having disclosed no concern as to the interest of the public."

Waiting With Patience

In a nutshell, the judgment means that the evidence was too incomplete to make any final decision or conclusive declarations; that further information is being collected by the Board, and until an exhaustive study of all phases of distribution and effect of price agreements has been made, the trade and public will have to be content to get along as before. In the meantime, the distributors affected wait patiently for the promised declarations.

RESALE PRICES NEED FURTHER INVESTIGATION

Discussing the judgment of the Board of Commerce on the wholesalers' combine investigation case, A. C. Pyke, secretary of the Wholesale Grocers of Ontario, stated that when the judgment was read by the board the wholesalers were somewhat disappointed that a more clear-cut decision was not given. On reflecting upon the matter, however, and after reading over the judgment carefully members of the association agree that the judgment as given was the proper one in view of the evidence submitted. They feel that the question of the ethics of the resale price on the part of manufacturers should be gone into more deeply by the board before any definite decision is given. They appreciated the fact that if a decision had to be given based on the actual evidence submitted, it would have been favorable to them.

Buying by Systematic Method

Past Sales for Given Period at a Glance—Illustration of How Plan Works Out—Rules as an Example

Written for HARDWARE AND METAL by BEN HARDY

IF you keep a "Perpetual Stock Inventory," this article will not interest you, but if for one reason or another you find that impracticable there is another system which once started takes but little time and yet allows a buyer to see at a glance the quantities of any article sold during a stated period. Judging the future by the past, one is thus able to anticipate his requirements with a degree of certainty that will in the long run prove it to be a far better guide than the best "good judgment" you can use, and in a great many cases disprove the idea that "I know about what we will require." This system does away to a great extent with "guess work" and saves looking up past invoices or the worry of "figuring out" your order, unless you have special reasons for expecting an increase or falling off of sales on certain lines through changed local conditions. It is adapted to "Card" or Loose-leaf systems, and is not a stock book but a buyer's guide.

If you have read thus far, we take it for granted you are interested and feel that something along this line would be a big help, so let us start a loose-leaf book and try it out for a year. Let us make the pages, say 12 x 18, and ruled like the specimen one below, allowing more spaces for more fragment orders and at the bottom for new numbers or lines. Standard lines are the only ones you will want to start with, so let us open with rules.

Putting the makers' name at the head of the page, the "article" in the first space on the left and the "number" in the second. The first order placed is the hardest to gauge correctly. However wishing to be fairly correct, we will take off from last year's invoices the quantities bought and enter them in red ink in the third space. We now have what we bought in that year, and without going back further will take that as a working basis. We have received a notice that the —— Rule Co.'s representative will call on us about Feb. 1st, and we will be ready for him. Our stockman, or the man in charge of the tool department, can furnish us with an exact stock in a few minutes and we will enter it in the fourth space, making up the order is now simple. We bought in 1919, 15 dozen No. 12 and have 5 dozen left, we sold 10 dozen in the entire year, so 5 dozen should last us 6 months, before which time we will be ordering again. In the fourth space, which we will use for making up our order, we will put an "X." Going down the list we find we have enough of each to start the season till we come to No. 18. We bought 19 dozen of these and are entirely out, so will buy, say 10 dozen, and of No. 20 we bought 9 dozen and have 2 dozen, so sold 7 dozen, let us buy 3 dozen. The representative persuades us to add a new number (No. 22), which we will enter at the bottom. Our order is now ready and the books turned over to the stenographer to be made out and delivered at once or called for later. It has taken up about 5 minutes of the buyer's time. New lines will require more naturally and additions must be talked over, but the "standards" are simple addition and subtraction. Our stockman reports on April 1st that we are out of No. 12, but have plenty of everything else, so we send a mail order, being sure to enter it. On June 7th we take stock again and taking No. 12 as an example find we have 3 dozen. We had 5 dozen the first time we ordered, and have bought 5 dozen since, so in 5 months have sold 7 dozen, let us buy 4 dozen, which should give us enough for 4 or 5 months more. It is not necessary to go into such successive thing, they explain themselves. At the beginning of the next year we will take our stock from the inventory book and then figure what was bought and sold, and so have something absolutely definite to start off with on the next.

There are many other methods, but as a time-saver, a ready reference and a guide, I know of none better. If you have not introduced a system, or your present one is unsatisfactory, try it.

		Rule Company City Province										
Article	No.	Bot. 1919	Stock Feb.1 1920	Bot. Feb.1 1920	Bot. Apr.20 1920	Stock June 7 1920	Bot. June 7 1920	Stock Sept.18 1920	Bot. Sept 18 1920	Stock Jan.20 1921	Sales 1920	Bot. 1920
		Doz.	Doz.	Doz.	Doz. Mail	Doz.	Doz.	Doz.	Doz.	Doz.		
2'-4 Fold Rules	12	15	5	x	5	3	4	1	6	2	18	15
"	14	5	4	x	x	1	2	2	x	1	5	2
"	16	20	8	x	x	4	x	x	5	2	11	5
"	18	19	x	10	x	2	6	x	10	4	22	26
1'-4 Fold Caliper	20	9	2	3	x	2	x	0	5	2	8	8
6"-2 " "	22			5	x	1	3	1	1	x	9	9

STARTING SOMETHING

Story of How Tom Hewitt Pulled His Town Out of the Hole—Filled Up the Hole and Then Built a Monument Upon It

A PAINT STORY WRITTEN FOR HARDWARE AND METAL

TOM HEWITT believed in getting off in a corner by himself, figuring things out, and then starting a line of action, on schedule that would land him somewhere beyond where he was.

To his persistent habit of looking before he leaped was attributed the success of his hardware business in Baysburg.

Tom had it all figured out on paper. A recent census of his town showed a population of 6,000 souls. It was also a trading centre for approximately 3,000 more living in the country and nearby villages. A total of 9,000 people from whom he derived his trade.

On the basis of five persons to a family, this population denoted approximately 1,800 homes, each requiring at some time or other paint, glass, hardware, stoves, tools, cutlery, oils and the hundred and one other lines he carried in stock.

In addition there were churches, schools, stores, barns, warehouses and other buildings necessary to the economic and commercial upkeep of the community.

Directly within his reach were 2,200 buildings which were served, or might be supplied, from his stock in trade.

Hewitt's concern was not so much about obtaining his share of actual business along with his two competitors. If anything, he already had the lion's share. The task before him was the extension of his business on a "live-and-let-live" principle in consideration of these competitors.

Price-cutting was taboo in his business methods, but advertising had been a rapidly increasing factor. He recognized the power of the latter, and the weakness of the former, to the fullest extent.

Gradually but surely Hewitt had learned to stand less in awe of the mere question of price. Other factors in business could be utilized in its development. He became daily more endowed with a sense that ideas, strongly administered, were the keystones of business building and progressive merchandising.

The idea with which he was at present wrestling grew from the facts and figures supplied by a paint and varnish salesman.

At the same time, suggestions and hints gathered from his trade newspapers, concerning after-the-war business and the part it would play in reconstruction, assisted in developing this idea.

A complete alteration of his standards in measuring the growth and possibilities of his various departments was the first practical outcome of his deliberations.

Ever since the establishment of his store he had gone on year after year, content with showing a comfortable percentage of increase in gross and net sales over each previous year's business.

To be able to say that the past year had shown 300 to 400 per cent. increase over his first year's business was an accomplishment well-nigh calculated to satisfy most men. Indeed, it would provide a formidable excuse for a great many to believe that they had accomplished all that could be accomplished in such a community.

Not so with Tom Hewitt. His calculations had determined new standards for accomplishment. These standards were not contained within his books, his stock, or within his doors. They were taken from the existing opportunities that presented themselves right in his little old home town.

In addition to the alteration of his standards of accomplishment, Hewitt soon recognized that in order to make these factors serve his purposes, he must also establish himself and his store into a definite standard of valuation to the community. He was shrewd enough to recognize that if he was to increase his business in terms of so much per capita, or per building, in the community, then these per capita units of necessity should be made to look for increased service from his stock, his staff and himself.

More and better advertising, he wisely concluded, would take care of this latter problem.

Since it was a paint man that furnished him with the nucleus for developing his plans, it was natural that he should turn his attention first to his paint department.

Here is how the paint man started the ball rolling: The average Canadian home does not utilize much more than $2.50 worth of paints and varnishes annually for its protection and preservation. This meant that the 9,000 people of Baysburg and vicinity, and living within trading distance of his store, were only spending approximately $5,500 annually on the 2,200 buildings that housed them or served their commercial and social purposes.

Hewitt, knowing the extent of his own and his competitors' paint business, checked these figures up and found that they came pretty close to the truth.

Further figuring on a low conservative basis by the salesman showed that the average building should take at least $45 worth of paints and varnishes every four years. From this he easily demonstrated the possibility of $24,750 worth of business annually. The salesman pointed out clearly that while it was highly satisfactory to be able to show an annual increase of 10, 25 or 50 per cent., considering the paint department by itself, yet when the actual low per capita consumption of paints and varnishes was compared with a reasonably possible consumption, such increases dwarfed into pretty small proportions, when within comparatively easy reach existed a possible 450 per cent. increase.

From this standpoint, Hewitt learned to seek his standard of increases from without rather than from within. By so doing he raised his goal for accomplishment in rightful proportion to what his trade had to offer him. An increase of 50 per cent. might well be the cause of hearty congratulation if a man confined his viewpoint entirely within his doors and books. A bird's-eye view of things existing round about created for this wide-awake man new ambitions, new accomplishments, and above all a new realization of what he could actually mean to his community.

The above description pretty accurately gives the course of Hewitt's reasoning and its causes. But Tom was a man of action as well as reflection.

Slamming his ledger shut he deliberately walked out of his front door, crossed the street, turned and inspected the front of his premises.

"A darn poor 'ad' for a paint dealer that wants to start something!" he explaimed tersely.

With this quick conclusion decisively tucked away for immediate action, he directed his gaze up and down the main business thoroughfare of Baysburg—"and a darn poor example the business men of this town have set to those with whom something can be started!" "I'm through with laying the blame for poor business on the people. It's up to us fellows that are supposed to be merchants. We've made ourselves the goats for the mail-order and cut-rate houses long enough. Just judging from appearances alone we are driving trade away instead of inviting it. It's en-

couragement that's wanted, not discouragement," was his second conclusion.

Recrossing the street he entered his store with greater haste than he left it, went to his phone and called up Ben Wilson, a local painter. "Ben," he shouted, without any preliminaries, "I want you down here prompt to paint up the shop — No; to-morrow won't be any too soon. Sure; I'll supply the paint — fix it up so that you won't leave the job till it's finished, and then perhaps I can dig up some more jobs for you."

Turning on his heel he hailed one of his clerks and ordered him to clean out both windows, and dress them up fresh. "Display advertised goods as much as you can, and use all the best advertising stuff that's been supplied you — and paste this in your hat — Don't let any display remain more than a week. Keep things moving. I've just told Ben Wilson to paint up the front of the shop; perhaps it would be a good idea to display paint while he is on the job — get me?"

The clerk got him and got busy. The next day found Ben Wilson on the job, and the windows displaying paint, as scheduled.

Hewitt waited until Wilson was well under way, when he entered the dry goods store of Ed Williams, next door north of him. Finding Ed back in his office playing sentry over his ledger, and scratching worry-bumps, he hailed him to put on his hat and come outside. Taking him by the arm he led him across the street to the spot where he had stood the previous day. "Ed," he said, "I want you to stand here for just five minutes; do nothing but just look up and down this business street of ours, then tell me what you see."

Williams was plainly puzzled at Hewitt's action, and looking first across at Hewitt's store, began to remark something about Wilson. "Never mind Wilson," broke in Hewitt; "just you spend a perfectly good five minutes and do as I say."

Williams' face plainly registered a question as to Hewitt's sanity, but he obeyed the command.

"Five minutes up!" exclaimed Hewitt at the end of the allotted time. "Now, what did you see?"

"Same old dead town!" exclaimed Williams, with thoughts of his ledger and the pile of bills payable he had just left lurking in his memory.

"Same old dead town is right," affirmed Hewitt. "And whose fault is it?"

"The town's gone back," added Williams, "what with the mail-order houses and the suburban trolleys running to Hallington—"

"Forget it," interrupted Hewitt with a smile. "The town's all right, the people are all right; it's you and I and every man-jack merchant on this street have gone back. Our worst trouble is cold feet, jellyfish backbones and lack of exercise of the gray matter under our hats."

Hewitt then outlined his conclusions regarding his relationship to his trade, and then the impressions he had gained when he stood on that very curb the day before. "The trouble with us fellows on this street has been that instead of making this a good town to do business in, we've let it run to being a good town to do business out of. The wants, needs and buying power of the people haven't lessened one bit. We know they're buying elsewhere. We know that they're making necessities out of luxuries. We know the war has given them more money to buy with. It's up to us to keep this trade here. Is the appearance of this street any invitation for a man to spend his money with us? Are our store windows doing anything to encourage more spending? They are not. Ben Wilson is just starting to write my invitations to the trade with his paint brush," and Hewitt related his instructions to his clerk about keeping his window displays up to date.

"I'm going to invite every man doing business on this street to come over on this spot and spend five minutes looking himself and his neighbors over," added Hewitt, and now before I let you off to think this thing over, I'm going to sell you enough paint for your store."

"You are not," growled Williams; "can't afford it."

"Look at it this way, Ed," persisted Hewitt. "It's not what I'm getting out of it, it's what you are going to get out of it. It isn't the amount of paint or the cost of painting, it's where you'll be and what you look like after I get all the rest of the fellows lined up on this 'more business' idea. I'll be frank in saying I'm selfish in going after more business for myself, and you can be just as selfish in the same way. The thing is that if we all line up together, why we'll all come out the better together. Think it over. I'm willing to bet a new hat that you'll come across sooner or later when I get this idea moving. As for the paint, I'll hold it on my books till you're forced to admit that the place to start preaching the gospel of improvement is right in the heart of where business ought to improve."

Williams reluctantly consented to try it out and told Hewitt his offer was a "go."

Hewitt's paint campaign had started. He realized that if he could get the business men of the town started, it would be all the easier to commence a more extensive campaign eleswhere. Hewitt led every merchant in the town, even his competitors, to that spot on the curb, spreading before each of them a panorama of present business conditions and the reasons for them, and outlined what could be done by altering their viewpoints toward their trade with better ideas for merchandising.

Ben Wilson and the other painters in town were dragged into more business, and soon a livelier interest began to show itself in the condition of Baysburg's main business thoroughfare.

It wasn't long before the town council began to feel insistent pressure for local improvements in pavements, sidewalks, and better lighting. Constant changes in the window displays of these stores halted Baysburg's population before them as they had not halted before, and not a few that halted ultimately directed their footsteps within Baysburg's stores more frequently than they had before.

Tom Hewitt by personal effort and solicitation alone had not only started something for his paint department, but he had started something far bigger in the improvement and pride of Baysburg.

But he wasn't through yet. He knew that since he had started the procession it was up to him to keep ahead of it.

There were other streets than this one that could stand improvement. There were other buildings and homes that needed paint as badly. He couldn't take each owner indi-

They Will Soon Be With Us

Have you provided facilities for displaying screen doors and windows? If you have overlooked this, why not do it now before the spring rush starts in? Screen door display racks, with sample doors hinged, so that they may be swung to and fro for examination will save space and time during the rush season which is bound to come a little later.

vidually across the street and put the case up to them as he had the fellows up town. He could, however, put up arguments to them in the spirit that they needed his paint more than he needed the business. That more paint and more painting would be of more direct benefit to them and to the town than it would be to him.

Tom's banker had told him in confidence that the average savings account in his and other banks had very nearly trebled since the war began. He had heard the tenant's wail about higher rents and knew that the property owner was benefiting in proportion with the howl that went up, at every jump. It hadn't taken long for the town to show up the fallacy that to do without painting was a war-time economy. The shabbiness of many homes was becoming an eyesore and an actual loss in money value. Another thing he shrewdly counted on was that the women folks would stand for this sort of neglect just about so long and no longer.

Then the farmer came within his reckoning. He recalled the remark of one conservative tiller of the soil who had said that "With wheat at over two dollars a bushel, he guessed it was about time for him to go round looking among the buzz-buggies and get one for himself." "If that's the way they look at it," concluded Tom, "I guess I can get them rustling among some of our color cards and have them loosen up on a few local improvements of their own."

"Taking this community by and large, the condition it has allowed itself to get in, and with the money that's bulging out in everybody's pocket, I can't see that I'm very far wrong in expecting and trying to get nearer to that $45 for every building hereabouts rather than the $2.50 that's actually being spent. Instead of worrying so much about my stock of paints and varnishes in the store, I'm going to pay more attention to seeing how much of it every building in the town gets. There isn't one of them but can stand a good deal more of it than they have been getting, and I'm going to see that they get more of it. Now that I've got the fellows up-town started by proving that painting pays them far more than it does me, I guess I can start on the same tack with Mr. and Mrs. Man-at-Home."

The publisher of the Baysburg Bugle found himself the next willing victim to Hewitt's propaganda. Hadn't he noted and commented editorially upon the improved condition of Baysburg's main thoroughfare? He had. Didn't he know that Tom Hewitt was somewhere near the starting point of the movement? He did; but he didn't know the real motives behind it all till Tom opened up on a proposed advertising campaign, to take in the whole community. Would he join in with the idea? He would. Firstly, it afforded news value and would give him the opportunity of using his columns to advance something of value to his town; secondly, it meant more revenue.

But the thing that gave "ye publisher" food for thought was the new slant that was to be put in Hewitt's advertising. For the first time in his life he was witnessing the effort of local merchants to magnify the customers' viewpoint as to the advantages that paint would bring to him, while the merchant's effort appeared to minimize everything that would point to anything like advantage to himself. Every "ad" was devoted exclusively to one single argument, logically worked out in facts and figures to show the protective, decorative and money-saving value of paint.

"Now, then," argued Tom, "while I'm paying good money for white space to boost my end of it, you can use your type and ink to influence a general improvement all round.

"While I'm using paint as the king pin of my argument you can have your fling at anything and everything that needs perking up.

"Mark you," persisted Tom, "I don't figure that increased paint sales will be the only results I am going to get out of this. Get the people of this community started with paint and it won't take long for them to turn up

Unique window display of hardware millinery, dressed by W. A. Kiser of the M. F. Whinister, hardware, High River, Alta. Note the wide range of articles of hardware used in making up the various styles of headgear.

EDITORIAL COMMENT

IT IS very easy to figure out that prices cannot possibly go any higher, only to come down in the morning and find announcement of 'steen lines that have hopped over night.

* * *

IF A metal workers' strike becomes generally effective in Canada on May first, it will further complicate matters and intensify manufacturing and delivery problems which are now sufficiently numerous.

SUCCESS AND PROFITEERING

BARON LEVERHULME, of Sunlight Soap fame, in a recent address referred to the prevailing habit of branding the successful business man as a profiteer. The spirit of to-day is one of cupidity and jealousy, he said, adding, "A feeling is running through the country that the primary sin of a business man is success. The man who has the ability to create, develop, organize and produce is considered as one who must be specially curbed, checked and controlled.

"Our war debts have to be paid by the persistent efforts of all to build up an enormous home and an enormous export trade. Taxation of wealth only means taking money out of one pocket and putting it back into another.

"The greatest disservice we can do the nation is to preach the doctrine that success is profiteering. There should be no interference with the enjoyment of the fruits of industry during the life of their producers."

There are many highly successful business men who have never been in the profiteering class, and there undoubtedly has been in Canada, as well as in England, a popular habit of describing as a "profiteer" almost every business man who, during recent years, has made a success of his business.

UNDER-PRODUCTION AND OVER-PRODUCTION

THE Mechanics and Metals National Bank of New York, under the above heading in a recent letter, treats the question of production in a rather interesting manner.

The distinctive feature of the present situation, states the letter, continues to be the extraordinary shortage of goods. Even in their personal expenditures people daily encounter the fact that not only are prices high, but that, more striking still, manufacturers are far behind in their orders, so that goods, if obtainable at all, are only to be had with difficulty or after long delays. It is asserted that so long as this condition of under-production exists, there cannot be any let-up in the present pace of business. Depression will not come, it is said, until output has been so increased as to overtake demand and "over-production" sets in. But it is difficult to see how the maintenance of American prosperity is to depend upon our continuing to produce fewer goods than are wanted. "Over-production" cannot mean the existence of more goods than are desired; we cannot turn out too much wealth. Yet it is not impossible, particularly if, presently, a foreign outlet for goods is barred through Europe's inability to secure credit, and if caution is not taken, that in certain lines more goods may be turned out than can be sold at a profit; and this is certainly not out of the question when costs of production are so high.

However, for the moment, the tendency toward declining prices is not sharply defined, and, generally speaking, the market for commodities is very firm.

PRICE FIXING NOT POPULAR

IT IS stated on good authority that the Board of Commerce has never been in accord with fixing the prices of various commodities, such as sugar, wheat, bacon, etc. What they have done has been done, according to report, through pressure on the part of the Government, which, for political purposes especially, was very anxious to do something that would appear to be in the interests of the consumer. It is well known that Henry B. Thomson, formerly chairman of the Food Board, was opposed to the principle of fixing prices. His contention was, that once price fixing was begun there was no end to it, and it involved too many difficulties in the carrying out of it to be of any value to the people as a whole.

There is, undoubtedly, important work for the Board of Commerce to do, just as there is for the Railway Commission. It is doubtful if the fixing of prices in one or two lines is going to be of any real value to the consumer. Where the products are Canadian grown or raised, it is inclined to affect adversely production, which is the all-important thing if prices eventually are to decline.

What Other Hardwaremen Are Doing

Consumers Hardware & Supply Co., Lethbridge, Alberta, in a two-column ad., five inches deep, features: "Tools of Every Sort and Kind, All Priced Within Your Reach." The ad. then reads on: "We want your business in this line and will appreciate a visit to this department, even if you do not intend buying just now. Open until nine o'clock on Saturday nights. Business phones 1212 and 1919."

Sommerville Hardware Co., Ltd., Edmonton, in a double-column ad. says under the heading in display: "Seasonable Hardware Suggestions—Door Mats, $2.75, $3.50, $4.25, $5.25, $6.00 and $7.00; Wire Door Mats, small size, $1.75; large size, $2.25. Mops, $1.50; Mops, $1.75; Self-wringing Mops, 70 cents; Crank Wringing Mops, each, 80 cents; extra cloths for mops, each 40 cents. House Brooms, extra values, each, $1.00."

Eugene M. Lapierre, Buckingham, Quebec, in a two-column ad. which runs the full length of the front page of the local paper, says under the heading, in large type: "Spring Goods, Special To Farmers," "The re-opening of the cheese factory and the dairy will soon take place. Why not be well prepared for it? We have a full stock of needs, such as factory cans in 25 and 30 gallon sizes, made under the —— patent, which consists of a one-piece steel bottom, absolutely sanitary, no rivets, smooth all over and with no place for dirt or sour milk to lodge, also with no hoops to break or tear away. Price, $15 and $13."

Below this are listed, with prices given prominently in every case, milk pails, milk pans, milk strainers, and then comes the following: "The high prices of sugar, preserves or canned fruits mean a greater demand for maple syrup this year, and better prices for it as well. Note our following interesting prices of Maple Syrup Supplies."

Then comes a list, with prices, of sap buckets, spouts, kettles and cans.

The ad. closes with an announcement that a carload of Portland cement is in, and that picked yellow Dutch set onions are on sale at 25 cents a pound.

W. H. Thorne & Co., Ltd., St. John, N.B., in a three-column ad. show an attractive illustration of an oval bathroom mirror, glass holders and soap dish, and under the caption in display of "THE BATHROOM BEAUTIFUL AND SANITARY," say: "The attractiveness and sanitary condition of the bathroom depends largely on the style and character of the fixtures, which are also necessary as a matter of convenience. You will find our BATHROOM FIXTURES are of graceful design and exceptionally high quality, being made of brass, handsomely nickelled and are also shown in steel with white enamel finish. Our line is very complete, including soap dishes, tumbler holders, towel racks, toilet paper holders, sponge racks, bath seats, tooth brush holders, also mirrors bevelled, with nickel and white enamel frames. SEE OUR KING STREET WINDOW. Stores open at 8.30 a.m.; close at 6 p.m. Close at 1 p.m. Saturdays during February and March."

The Cowan Hardware Co., London, Ont., announces a special demonstration in the —— electric washer and wringer in a two-column ad., under the heading of "Opportunity Knocks." The ad. says: "Your opportunity to buy the simple, neat and noiseless —— electric washer is here. You can have this machine on the very convenient terms of $10 DOWN AND $2 PER WEEK, or just what it is costing you to do your washing or have it done. Think of the hours of hard work this wonderful machine will save you; the time that it will add to the life of your clothes and the convenience of your washing at home in the sanitary, safe and careful way. It will always be at your service to do the hardest of housework at the turn of an electric switch. Stop thinking about getting an electric washer and wringer, and order yours here, right away. To delay is to lose. SPECIAL DEMONSTRATION UNTIL SATURDAY NIGHT."

The Sampson Hardware Company, Nanaimo, B.C., in a single-column ad. has a heading in display: "Fruit Trees," and under says: "Now is the time for pruning and spraying your fruit trees to insure yourselves a crop of first-class fruit. We carry a full line of pruning shears, pruning saws, spray pumps, etc. Also lime and sulphur solution in quarts, half-gallon and four-gallon tins."

McKelvey & Birch, Ltd., Kingston, Ont., head their two-column advertisement in bold display type: "An Immense Offering of Household Necessities." Prices of everything are given in large figures, and among the lines lister are "—— mops, which clean, polish and dust at the same time at $1.75; brooms—here we have a good five-string corn broom special at 90 cents; washing machines, —— low pressure, $24, the —— at $16, the —— at $160. Tubs—galvanized washtubs in four different sizes, $1.25 to $2.25. Glass washboards, 65 cents; galvanized washboards, 60 cents. Mops and cloths, heavy mop sticks, 25 cents. Good LARGE MOP CLOTHS, at a special, 35 cents. Scrub brushes, a very large stock on hand, prices, 25 cents and up; hair floor brushes, big values, at $3.25. Mop wringers, $1.25; cloth wringers, $6.00; extra value at $7.00. THE BIG BUSY HARDWARE. Phone 237."

The Geo. Taylor Hardware, Limited, Cobalt, Ont., in a four-column advertisement nine inches deep show illustrations of a ball-bearing wringer, a water-power washer, and a hand-power washer. Under the heading in large display type: "WASH DAY NECESSITIES," they say: "Ladies, demand the proper appliances for wash day. Cut out the old back-breaking methods and insist on having labor-saving appliances in the washroom. Galvanized tubs, solid handle, heavy weight material, $1.75 to $2.25. Mops, all kinds, the old 'stand-by' to the self-wringing, 35 cents to 75 cents. Clothesline ropes, wires and reels, the best and the cheapest if you want it. —— electric irons are good. Guaranteed for three years, price $5.50 each. We handle the —— washers, electric, water-power and hand, prices, $18.50 to $200. Clothes baskets, three sizes, $1.75, $2.25 and $2.75 each. Clothes wringers, guaranteed rolls, built to last, $6.00 to $8.00 each. Clothes racks or horses, extension, a winter necessity, $1.90 to $3 each. Ironing boards, solid, well made, stand the racket, $1 to $1.75 each. Galvanized water pails, 60 to 90 cents each. Scrub brushes, all shapes and sizes, 15 to 35 cents each. Clothes pins, common and spring, 3 cents a dozen up. SEE OUR WINDOWS."

Emerson & Fisher, Ltd., St. John, N.B., in a three-column ad. show an attractive illustration of a range, and under the heading in display: "There's a Reason," say: "There's a reason why there are more —— ranges sold than any other kind; did you ever think of it? The —— is a range that appeals to all practical and home-loving housewives. Its appearance speaks for itself. A range that is roomy and that will bake easily and well and will give the most heat for the least fuel. If personal inspection is not possible, let us mail you circular and price."

What Establishes

¶ Much advertising centres around the Purity of Paint.

¶ What is the Standard of Purity in Paints?

¶ Are not Efficacy and Service the first essential requirements in a paint?

¶ As this is undoubtedly so, the standard of purity is that admixture of paint ingredients through which the superlative degree of efficacy and service are obtained.

¶ Does pure rubber alone make the best tire?

¶ Does pure cement alone make the best concrete?

¶ It is a matter of common knowledge that they do not.

¶ The analogy is that the best paint is not made with White Lead and Zinc Oxide only.

¶ These two pigments alone do not produce a paint giving the two essential requirements in the highest degree and such a paint, therefore, cannot be called pure.

¶ *Crown Diamond* paints are made with a base of White Lead and Zinc Oxide, but with an admixture of sufficient reinforcing material which results in the attainment *of the highest possible efficacy and service.*

¶ The correct admixture of paint ingredients has been recognized as a most important question.

¶ To obtain an exact knowledge of the required proportion of pigment to give this efficacy and service, hundreds of experiments have been conducted.

Purity in Paint?

¶ The results of these experiments are accessible to the public and are the outcome of investigation of unbiassed qualified chemists associated with the largest paint consuming industries and railroads.

¶ *Crown Diamond Paints* combine all the essential features of a paint proven by these experiments *to give the highest results obtainable in efficacy and service.* We, therefore, claim *Crown Diamond Paint is essentially the* pure paint.

¶ We have determined to show the formula employed in every can of C. D. Paint we sell, from which it can be seen that the use of these paints will give the greatest measure of efficacy and service in keeping with the facts established by the numerous experiments conducted.

¶ These results are linked up in C. D. Paint, not only with the limited number of tints it is possible to manufacture with White Lead and Zinc Oxide as the base, but also with the solid colours such as red, black, green, and yellow—the formulae for which are not guaranteed as to purity by any other manufacturer.

The tests of time as regards efficacy and service demonstrate

CROWN DIAMOND PAINT

is the HIGHEST STANDARD OF PURITY

McARTHUR, IRWIN, LIMITED

MONTREAL

Established 1842

EVENTS IN THE TRADE

FIRE LOSSES

Oxford, N. S.—Fire destroyed the hardware of W. A. Patton, when the Wood-Patton block was destroyed.

MONTREAL PERSONALS

Fred Shurly, of T. F. Shurly and Co., Limited, St. Catharines, was a Montreal visitor last week.

W. S. McLennan, general sales manager, Brandram-Henderson, Ltd., is spending the Easter holidays with his parents at Detroit.

Mr. Shannon, representative of the Thermos Bottle Co., was in Montreal, calling on the jobbing trade.

J. K. Illsley, special representative for Brandram-Henderson, Limited, in South America, has been spending several weeks in Montreal, supervising the assembly of special goods to his trade on the southern continent, and which, in many instances, are assembled in special packages and containers.

G. B. Ball, Toronto manager of A. C. Leslie & Co., Ltd., is visiting the Montreal office.

RAYBESTOS COMPANY TO LOCATE AT PETERBORO

Peterboro, Ont.—Canadian Raybestos, Ltd., will locate their Canadian plant here. The company will occupy the old Lundy Shovel and Tool Co. factory. The company will manufacture automobile brake linings, clutch facings, high pressure sheet packing and all automobile accessories pertaining to asbestos. The officers of the Canadian company are: Summer Simpson, president; Robert Abbott, vice-president, in charge of the Canadian branch, and H. C. Simpson and N. F. Judd directors.

CANADIAN MICA IS WANTED BY FRANCE

In a report received from Canadian Trade Commissioner to France, Hercule Barre, Paris, he states that France is in the market for Canadian mica, where the supply is much short of requirement.

ONTARIO HARDWARE ASSOCIATION QUOTED IN ENGLAND

Under the heading, "Hardware Trade Conferences," the "Hardware Trade Journal," London, England, in quoting from HARDWARE AND METAL, states:

Two days in May are set apart for the I.F.A. conference to be held this year at York. In Canada trade conferences extend over a much longer period. Last month, for example, the 15th annual convention of the Ontario Retail Hardware Association spread itself practically over a full week. In addition to the ordinary routine business, more than a dozen of addresses were delivered, there were open discussions upon current trade topics, visits to trade exhibits and visits to manufacturing plant.

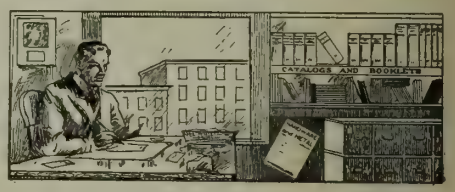
Some idea of the wide range of subjects discussed may be gathered from the titles of some of the addresses: "Reconstruction in the Hardware Store," "Outlook on the Manufacture of White Lead," "Builders' Hardware," "Outlook for 1920—The Iron and Steel Market," "Trend of Prices on Manufactured Steel Products," "The Stove Situation," "The Glass Market," "Merchandising for Profit," and "Store Management."

Ironmongers in this country who may be inclined to say they cannot spare time to attend the two days' conference at York may change their views if they will reflect upon the benefits which accrue from serious thought and discussion upon matters of vital trade interest at the annual conferences and the meetings of the I.F.A. branches. With reference to the Ontario convention, HARDWARE AND METAL says that hardware merchants are busy, but they are not so busy that they cannot spare a short time to meet their brother merchants and help to solve mutual problems. The man who stays at home may make a few dollars temporarily, but he may lose hundreds by not getting posted on what is to be done about various issues that are coming up. These gatherings are for the benefit of hardware merchants, and if all turn up and do their share results can be achieved that are impossible without co-operation.

It is early yet to talk of the I. F. A. conference at York, but not too early for hardwaremen to decide that they will go to York on May 12 and 13 to help to make the conference a success.

DEATH OF T. F. HODGSON
For Many Years With Steel Co. of Canada, Ltd.

TORONTO.—A wide circle of friends in the hardware and metal trades will regret to hear to the death, which occurred on Wednesday of this week, of T. F. Hodgson for many years on the sales staff of the Steel Company of Canada. Mr. Hodgson was forty-two years of age, and had been ill for almost a year. He was well known as "Tom Hodgson, was public spirited having taken a great interest in municipal affairs having served in office, and also took an active part in sports, particularly basketball and hockey. Mr. Hodgson was a member of St. Aidians Anglican Church. He is survived by his wife, one son and one daughter. The funeral took place in Toronto on Friday.



Enterprise Foundry Co., Ltd.

Enterprise Foundry Co., Ltd., Sackville, N. B., have issued a very attractive circular describing their combination coal and gas range. The circular is very neatly made up and could be attached to the wall, the outside edges being colored, giving it the appearance of being framed.

It is also divided off into panels, featuring a different sales paint in each panel. The reverse side also contains some good sales points and illustration. Readers of HARDWARE AND METAL may have one on request.

Maremont Mfg. Company, 904 S. Wabash Ave., Chicago, Ill., have issued a new booklet containing 48 pages. The catalogue contains a complete list of springs for practically all the cars, automobiles, trucks of importance that are manufactured, listing the different models, also the style and year they were built and the location style, as well as the list price. The price listed is the net retail price. These prices are all controlled by the one discount to the dealer.

The different styles and types of springs are also shown, as well as instructions for getting the correct measurements.

Any readers of HARDWARE AND METAL who are interested may have a copy on request.

The Stanley Rule and Level Company, New Britain, Conn., represented in Canada by A. MacFarlane & Company, have issued a splendidly illustrated 136-page catalogue featuring their many lines of carpenters' and mechanics' tools. The catalogue is intended as an illustrated catalogue for the use of the hardware trade. No attempt has been made to explain how to use any of these tools, as the catalogue is not intended for tool users and, therefore, it only states what the tools are and what they will do. The catalogue, No. 120, features a tremendously wide range of goods, and gives a great deal of practical information for the hardware buyer. Copies of the catalogue will be supplied upon request.

Amalgamation of Whitman & Barnes and J. H. Williams & Co.

Special meetings of the stockholders of J. H. Williams & Co. at Brooklyn, N. Y., and of the Whitman & Barnes Manufacturing Company, at Akron, O., have been called for the purpose of ratifying an agreement entered into by their respective presidents, made subject to the approval of the stockholders, for the merging of the Chicago, Illinois and St. Catharines, Ontario plants of the Whitman & Barnes Manufacturing Company with J. H. Williams & Co.

When ratified, this plan will contemplate the operation by J. H. Williams & Co. of drop forging and drop forged tool plants at Brooklyn, N. Y.; Buffalo, N. Y., and West Pullman, Chicago, Ill. in the U. S., and at St. Catharines, Ont., in Canada, and the business will be operated by the individuals now connected with these plants.

The plans of J. H. Williams & Co., under this arrangement, call for a considerably extended business and for the service of all their customers in the location most convenient to them.

The Whitman & Barnes Manufacturing Company's Chicago plant includes the new forge shop, 100 ft. x 500 ft., and power house, which have just been built by Messrs. Stone & Webster at a cost, including complete equipment, of $1,250,000.

The Whitman & Barnes Manufacturing Company will continue its business of making twist drills, reamers and collateral lines on an extended scale and further details in regard to both of these companies will be available later.

TO MAKE WELDED PRODUCTS

Woodstock, Ont.—Standard Tube & Fence Co., Ltd., have acquired the Canadian patents of Marshall B. Lloyd, covering acetylene and electric welded tubing, and have formed a working arrangement with the Standard Parts Company of Cleveland, O., to manufacture many of the latter's line of welded products. The Standard Tube Co.'s product has heretofore been confined to close joint tubing, but with the purchase of the Lloyd's patents will now be in a position to make welded tubing required by the automobile, bicycle, bedsteads and other trades. Extensive additions to the plant in Woodstock are contemplated for this spring.

CHANGES IN GREAT WEST SMELTING

Vancouver, B. C.—The Great Western Smelting & Refining Co., Ltd., have moved A. A. Neiman, formerly Vancouver man, to the Seattle office. His place is taken in Vancouver by J. Schwartz, who has been connected with the San Francisco office for the last 10 years.

APPOINTED WINNIPEG SALES AGENT

Winnipeg, Man.—Wm. M. Gordon & Co., 30 Canada Life Bldg., Winnipeg, have been appointed sales agents for the products of the Great Western Smelting & Refining Co., Vancouver branch.

T. L. ARNETT DOWN EAST

T. L. Arnett, store fixture manufacturer, of Souris, Man., was in Toronto for a few days. He has been on a business trip to United States and Eastern Canadian cities. Mr. Arnett tells us that the West has had an unusually heavy snow fall this winter and that the moisture should help to give the Western crop a good start. The West, according to Mr. Arnett, is living up to its usual optimistic outlook on the future.

B. O. Parker & Co., Strathroy, Ont.—Please inform us where we could procure the address of a magazine dealing with show card writing and window trimming.

Answer.—The Merchants' Record and Show Window, 431 South Dearborn St., Chicago, Ill., publish a journal along these lines.—Ed.

Edward G. Gooderham, Esq., 24 King Street West, Toronto, Ont.—Where could we procure galvanized steel flexible tubing in Canada?

Answer.—This could be procured from: Lyman Tube & Supply Company, Ltd., 33 Melinda Street, Toronto, Ont.; Lytle Engineering Company, St. James Street, Montreal, Que.; The Canadian Fairbanks-Morse Company, Limited, Toronto, Ont.; A. R. Williams Machinery Co., Ltd., Toronto, Ont.; Rice Lewis & Sons, Limited, Toronto, Ont.; H. S. Howland & Sons Co., Ltd., Toronto, Ont.; Brown Engineering Corp., Ltd., Toronto, Ont.; J. H. Ashdown Hardware Co., Winnipeg, Man.; Wood, Alexander & James, Hamilton, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Lewis Bros., Ltd., Montreal, Que.; Caverhill, Learmont & Co., Montreal, Que.—Ed.

A. T. Campbell Esq., Brandon, Man.—Please inform us of the manufacturer of McCloskey wire grip.

Answer.—These are manufactured by the Banwell Hoxie Wire Fence Co., Hamilton, Ont.—Ed.

Gibb, Brown & Odell, Ltd., Hanna, Alta.—Please inform us where we cohld procure book on hardware window dressing.

Answer.—The Merchants' Record and Show Window, 431 South Dearborn St., Chicago, Ill., publish a book that covers this subject.—Ed.

J. B. Kernaghan, Esq., Prince Albert, Alta.—Please inform us where we could procure a magazine on window dressing.

Answer.—The Merchants' Record and Show Window, 431 South Dearborn St., Chicago, Ill., deals with this subject.—Ed.

Tate Mfg. Co., Inc., 48 Hanover St., Boston, Mass.—Please inform us where we could procure names of manufacturers of tinned iron wire, .010 diameter.

Answer.—The following make tinned iron wire in the smaller gauges.—The Steel Company of Canada, Montreal, Que.; The Dominion Iron & Steel Company, Ltd., Sydney, N.S.; B. Greening Wire Cloth Company, Limited, Hamilton, Ont.—Ed.

C. W. Parker, Esq., 22 Hume Street, London, Ont.—Could you please give us names of manufacturers of church pews and pipe organs?

Church pews are manufactured by the following: A. S. Allen & Sons, Middleton, N.S.; Valley City Seating Company, Ltd., Dundas, Ont.; Krug Bros. Company, Ltd., Chesley, Ont.; Snyder Desk & Table Co., Waterloo, Ont.; R. A. Sproule, Ottawa, Ont.; Canadian Office & School Furniture Co., Ltd., Preston, Ont. Pipe organs are manufactured by the following: Karn Morris Piano & Organ Co., Ltd., Woodstock, Ont.; Warren & Son, Woodstock, Ont.; The Canadian Pipe Organ Co., Ltd., St. Hyacinthe, Que.; Casavant Freres, St. Hyacinthe, Que.—Ed.

J. N. Waminton & Co., 207 St. John St., Montreal, Que.—Please inform us who makes cold-rolled steel in Canada.

Answer.—The Canadian Drawn Steel Company, Ltd., Hamilton, Ont.; The Union Drawn Steel Co., Ltd., Hamilton, Ont., manufacture cold-rolled steel.—Ed.

TRADE INQUIRIES

645. **Wood and metal products.**— A manufacturers' agent now in England, who spent ten years in Canada in this capacity, is desirous of getting into touch with Canadian manufacturers seeking export trade, more especially in articles manufactured from wood, metal, or for the production of which Canada has natural advantges. Inquirer would be prepared to take financial interest.

646. **Electric wire casings and hardwood fittings.**—A firm in Grimsby, England, wish to purchase electric wire casings and other hardwood fittings required in connection with household electric lighting, and invite quotations from Canadian manufacturers.

647. **Asbestos.**— A Lancashire correspondent asks for the addresses of the principal Canadian producers of crude asbestos.

651. **Scrap tin.**— An importer in Yokohama desires to hear from all Canadian exporters who can ship old tin, oil or gasoline cans. These must be the 5-gal. tin, and must include all six sides of the tin. Prices c.i.f. Yokohama, on quantities up to 1,000 tins, are requested immediately.

652. **Old band and circular saws.**—A firm of import and export commission agents is in the market for all the old and second-hand band saws and circular saws, particularly the large sizes. Could easily dispose of 500 tons. Prices requested at once, c.i.f. Yokohama.

NEW HARDWARE GOODS

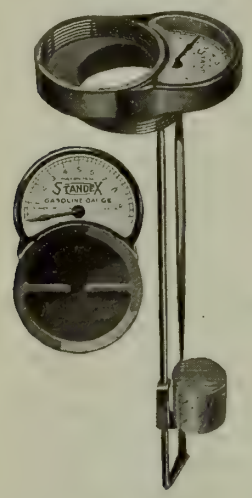
OFFERED TO CANADIAN HARDWAREMEN

Gasoline Gauge

Standex Incorporated, 341 East Ohio Street, Chicago, Ill., are offering to the trade their new imperial-gallon gasoline gauge, which they state records accurately the entire quantity of gasoline in the tank of Ford or Chevrolet automobiles, and will measure both round and square tanks.

The manufacturers in describing their new device state that it was designed with the object of being accurate, convenient and strongly constructed, in order to stand the wear and tear.

The device consists of a solid head,



Gasoline Gauge

with regulation thread on the short nipple which screws into the tank on the car, in place of the original cap. The dial being on the top, is constructed in such a way that it permits an opening parallel to it, which is almost as large as the original in the tank, thus permitting the tank to be filled without waste and yet not disturbing the gauge. The opening in the gauge is threaded and has a cap which screws into it.

The gauge is made in two styles: Model A for round tanks, such as those used in touring cars, roadsters or trucks, while the Model B is adapted for Ford closed cars or where a square tank is used.

New Style Fish Hook

Addison Bain, 618 Superior St., Toledo, Ohio, has invented a new style fish hook, which is offered the trade. The trade name for this new fish hook is Sure Catch. The maker states that it is made of good material and will stand considerable strain, and consists of two hooks combined, by the use of a sinker into one and is evenly balanced. The sinker also

Fish Hook

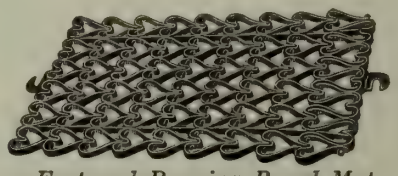
contains the eye, thus the hook when properly baited is said to give the appearance of one continuous worm with the idea of attracting the large fish.

The manufacturer also states that the hook should always be mounted points up, and that when the fish bites it is not necessary to jerk the line, but rather lift gently in order for the fish to hook itself in the efforts to let go.

In making a test for perch, blue gills, rock bass and other small varieties many large fish were taken, such as sheep head, black bass and pike, some weighing from 6 to 10 pounds, it is stated. Another feature is said to be that owing to its construction the line prevents it being swallowed, making it easy to recover the hook.

Running and Floor Board Mats

The Fernald Mfg. Co., North East Pa., are placing on the market their new running board mat and floor board mat. The running board mats are made in two sizes and the floor board mats are made the same way in a third size. The manufacturers claim the floor board mat is a real comfort to the driver as it keeps the feet from slipping on the floor board, relieves tension on the leg muscles as well as giving the driver a firmer footing.



Foot and Running Board Mat

The running board mat, the makers say, is a perfect scraper that lets its owner travel in all weathers and all sorts of roads without covering the inside with mud any time one gets in or out. It is also said to protect the running board from wear. Some of the features pointed out are, that they are easily fastened to the running or floor boards, one screw at either end attaches, and once the screws are in they do not have to be removed. When the mat is cleaned, simply loosen the screws, twist the mat slightly, and lift it off. These mats are not flexible as they carry straight strips of steel to make them rigid when in use, it is stated.

Candle Socket

The Bryant Electric Co., Bridgeport, Conn., are placing on the market their new improved candle socket. The manufacturers describe their new device as follows:

In wiring Candle Sockets as hitherto made by this and other companies, it was necessary to fish the wires through a hole cut in the side of the stem on which the socket was to be mounted, and from this point lead them outside the tubing to the binding posts of the socket. In the improved socket there is a hole in the centre contact of approximately the same diameter as the inside diameter of the tubing which is usually used for making the stems on which to mount the sockets.

The socket is dropped down over the wires as they protrude from the stem and the socket is screwed in place—this operation being possible without twisting the wires or damaging them in any

Candle Socket

way. After the socket has been firmly attached the wires are pulled back by means of a hook or any convenient tool through the open yoke or "hickey" which forms a part of the socket, and are led through the grooves in the porcelain to the binding screw terminals. The catalog number of the device is 4004.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HIGHER prices have again been made on some important hardware lines. Warmer weather has started heavy demands for nearly all spring lines and is greatly stimulating sales of staple commodities. Owing to the ever-increasing shortage of supplies, manufacturers and jobbers have considerable inconvenience and difficulties to contend with.

Nearly all lines of hammers have been marked up this week. Agricultural wrenches, cotter pins, cistern pumps, pipe fittings, building paper, roofing, masons' screens, vises, rubber belting, cocoa mats, tents, sporting goods, calf meal, corn planters, horse shoes and toe calks, cross-cut saws, lampblack, alarm tills, stovepipe dampers, fuel and machine oil, gasoline and coal oil, fencing and smoothing irons, have all advanced.

The exchange situation, although showing some improvement, is still a factor for higher prices. Collections are very satisfactory, although it is believed a situation has developed in placing of loans by financial concerns in order to hold in check speculative building. However, this should work out more beneficially to all concerned, it is believed. Many are interested in the new proposed freight rates, as it will affect some lines of hardware.

MONTREAL MARKETS

MONTREAL, April 1—Brisk business has continued to come forward to the jobbing trade here and activity is reported for staple and for special lines that are obtainable in adequate quantities. There are many changes for the week, these being of an advancing nature.

Fishing tackle is materially higher than were the prices for 1919, and there have been extensive changes in variety, list and price. Lampblack is marked higher. Cotter pins are higher through a change of discount. Pipe fittings are higher, discounts being changed. Smoothing irons are advanced in price. Cocoa doormats are quoted on an advanced price basis.

A general advance has been made in the price of various hammers, including nail, masons', tinners', riveting, machinists', etc. Some of the new prices will be found elsewhere. Alarm tills are marked up. Stovepipe dampers, stove cover lifters and kindred lines are marked higher. One line of fencing is marked to higher levels. Fuel oil is much higher, while coal oil and gasoline, as a direct result, have advanced two cents per gallon all around. Hand saws of various grades are revised upward. Galvanized sheets are marked higher this week and scarcity still prevails. Copper ingots are stronger, while aluminum is still higher in this market. Various sheathings, building papers and ordinary roofings are marked up. Old material is firmer, due to stimulated demand for the somewhat limited offerings. There are many more buyers these days, than sellers, the old material dealers state.

Lamp Black Prices Are Revised Upward

Montreal.

LAMP BLACK.—Jobbers have advanced prices on lamp black. The various sizes are now selling at, per pound: Quarters, 53c; halves, 44c; ones, 34c; and assorted weights, per lb., 44c.

Material Advances For Fishing Tackle

Montreal.

FISHING TACKLE. — Material advances have been made for various fishing tackle. The lines that are unobtainable, however, coupled with an extensive rearrangement of prices, lists, etc., make it possible to outline a definite schedule of prices. The new prices, jobbers state, are very much higher than those of last year.

Cotter Pin Discounts Changed; An Advance

Montreal.

COTTER PINS.—A change in the discount on cotter pins has been effected, resulting in an advance. The new discount is 82½ per cent.

Reduced Discounts Mean Higher Fittings

Montreal.

FITTINGS.—Through the application of reduced discounts, various fittings have advanced. Cast and malleable bushings are quoted at 17½ per cent. from list; flanges, 17½ per cent.; plugs, 15 per cent.; flanged unions, 2½ per cent.; malleable fittings, 35 per cent.; while pound goods are subject to an advance discount of 25 per cent.

Smoothing Irons Are Now Costing More

Montreal.

SMOOTHING IRONS. — Prices on smoothing irons of Mrs. Potts' style are marked up this week. The No. 50 are now quoted $2.30 per sett, and the 55, $2.20.

Door Mats Higher For Cocoa Variety

Montreal.

DOOR MATS.—Cocoa door mats are

marked higher. Cocoa solid are now quoted at $18 per doz. for 16x27; $22.80 for 18x30, and $28.20 for 20x30. Skeleton, 16x27, are quoted at $18, and 18x30 at $22.80.

Good Movement of Iron and Steel Bars

Montreal.

IRON AND STEEL.—The movement of steel and iron bars continues to be fairly active. Prices have fully held during the week and there is every indication that firmness will characterize the market for some time to come. Delivery of raw material is still a cause of anxiety to manufacturers. The jobbing trade has reported a fairly large volume of business.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Many Kinds Hammers Materially Advanced

Montreal.

HAMMERS.—Various hammers have advanced from 10 per cent. to 20 per cent. This applies to nail, riveting, blacksmith, tinners', sledges, etc. Some o fthe sizes and prices are as follows: Machinists', unhandled, ½ lb., per lb., $1.65; ¾, $1.10; 1 lb., 80c, and over, 65c. Handled are quoted at $13.25 per doz. for ¾ and 1 lb. sizes; 1¼ lb., $14.25; 1½, $15.50; 1¾, $16.50; 2 lb., $17; 2¼ lb., $19.25; 2½ lb., $19.75; and 3 lb., $23.25. Riveting hammers, 4 oz., per doz., $11.25; 7 oz., $11.50; 9 oz., $12.25; 12 oz., $12.75; 15 oz., $13.25. Tinners, 12 oz., $12.75, and 16 oz., $13.25. Blacksmith sledges, 5 lb. and over, $19.25.

Nail hammers, No. 1B, doz., $18; 1A, $18.25; 1C, $17.50; 2A, $18; and 2B, $17.50. Box openers are quoted at $19.75 for No. 100.

Other numbers of nail hammers with prices revised are: No. 90, plain, doz., $8.25; 91, $8.25; 32 or Garden City, plain or bell-faced, $13.25; No. 1 W and B, plain, $19.25; 1A, $18.25; 1C, $17.50, and 1D, $17; 2D, bell-faced, $18.25; 2A, $18; 2B $17.50; and 2C, $17.

Fuel Oil is Higher; Lubricants Moving

Montreal.

FUEL OIL, LUBRICANTS.—An increase has been effected for fuel oil, the present price, per gallon, in barrels, being 13.70 cents. This commodity is scarce, and in addition to this it has been difficult to get the same forward. The producers are expecting an improvement in the supply as soon as navigation opens, permitting the movement of large supplies in boats.

The refiners are now shipping rather large quantities of lubricants to the trade, and if the boat season opens soon this will mean a greater movement.

Stove Pipe Dampers, Stove Lifters, Etc., Up

Montreal.

DAMPERS, ETC.—Prices are advanced on cast stove pipe dampers, and on other kindred lines, such as stove cover lifters, pokers, etc. The advances vary, but will approximate about ten per cent.

Lead Products Are Firm at Advances

Montreal.

LEAD PRODUCTS.—The firmness referred to last week still continues, and there is little to indicate any easing of the undertone. Orders are fair, but an improvement would be welcomed by the trade, as far as present business is concerned. Lead pipe and fittings, as well as solders, will be in more active demand when settled weather conditions are assured.

Lead pipe, per 100 lbs.	....	17 50
Lead waste, per 100 lbs.	....	18 50
Note.—Lead pipe is subject to a discount of 10%		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 14¾
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 46½
Solder, strictly, lb.	....	0 43½
Solder, strictly commercial, lb.	....	0 40½
Solder, wiping, lb.	....	0 39
Solder wire (8 gauge)—		
40-60	....	0 42½
40-55	....	0 45½
50-50	....	0 48½
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Steady Big Demand For Wire and Nails

Montreal.

WIRE AND NAILS.—For made-up fencing, barb wire, etc., there is a steadily good demand. The opening of navigation will help stimulate shipments to outside points served by water. Markets are firm, with a fair supply of various grades available for trade demands.

Nails are very active, the jobbers having a great deal of request for the various sizes. Prices are very firm, with cut nails selling at $6.35 per keg, base, and wire nails $5.50.

Prices on Fencing Higher Than Formerly

Montreal.

FENCING.—Prices on Invincible fencing are now quoted to the trade as follows: Invincible, No. 1848, per rod, $1.05; No. 2060, per rod.

Higher Alarm Tills For Cash Receipts

Montreal.

ALARM TILLS.—Prices for alarm tills have advanced, this being attributable to higher cost of production, and to the increased cost of material. No. 501 are now quoted at $5.60 each; 503, $5.00, and 504, $4.50.

Two Cents Added to Gasoline and Coal Oil

Montreal.

COAL OIL, GASOLINE.—An advance of two cents per gallon has been made for coal oil and gasoline. This was expected to materialize soon, and the advance makes price range for coal oil 27c to 30c, according to grade, while gasoline, motor grade, is quoted at 38c. For both commodities there is a fairly good demand.

Rope Prices Are Still Maintained

Montreal.

ROPE AND CORDAGE.—The local market conditions are still firm, with a fair amount of demand for stock sizes of rope, and with promise of a heavier business as soon as navigation opens. With the opening of navigation, or soon thereafter, movement of binder twine will commence, and the trade will probably be quite brisk within the next six weeks for cordage, generally.

Prices are as follows on rope: Pure manila, per lb., base, 35½c; Beaver and British manila, 28c; and sisal rope and lathyarn, 22½c.

Opening Season Will Stimulate Stove Demand

Montreal.

STOVES AND WARES.—The stove makers report a fairly good outlook for the next six weeks. Orders for stoves came to hand in February and early March in fairly good volume, and shipments have gone forward. It now remains for the consumer demand to manifest itself, and then repeat orders will develop.

As to costs, one manufacturer said: "Since the last increase of price, it has been costing us more to manufacture stoves, and the price will certainly not go lower. There is a continued shortage of material. Many cars are required to haul coal to the steel mills and then many more to haul the steel away. There is a shortage, therefore, of raw material."

WARES. — Present sales of stamped wares are very satisfactory, and the trade has been brisk for many lines, all standard wares selling well. The undertone is firm and there is some difficulty in maintaining ample supplies of raw material.

Advanced Prices on Handsaws, Etc.

Montreal.

HANDSAWS, ETC.—Higher quotations are being given this week on some of the tools of the Shirley and Dietrich Co., Ltd. The advance is about 10 per cent. and embraces the handsaws, butcher's saws, compasses, and trowels, manufactured by this company.

Standard Sheets Again Advance

Montreal.

SHEETS. — English standard sheets have again advanced in a very strong market. The situation shows no material improvement, and dealers state that it is practically impossible to obtain sheets in any market. In consequence prices are likely to reach practically any level in the immediate future and it cannot be too strongly emphasized that the given quotations are purely nominal, subject to change at any time.

BLACK—		
10 gauge	....	7 70
12 gauge	....	7 75
14 gauge	....	7 80
16 gauge	....	8 05
18-20 gauge	8 05	8 20
22-24 gauge	8 10	8 25
26 gauge	....	8 15
28 gauge	....	9 20
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	11 30
28 gauge	....	11 00
26 gauge	....	10 75
22 and 24 gauge	....	10 35
20 gauge	....	10 25
18 gauge	....	10 25
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 00
26 gauge	....	11 75
24 gauge	....	11 15
22 gauge	....	10 80
18 and 20 gauge	....	10 60

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Copper Firming; Aluminum Strong

Montreal.

INGOT METALS. — No material changes have been effected in this market during the week, but copper is firming and tin is recovering from the recent slump. Aluminum is very strong and very scarce.

COPPER.—Copper is a little firmer this week and slight advances are noted. Electro is being quoted at 24c, and casting 23½c.

TIN.—Reports state that tin has somewhat recovered in the London market, but no definite change has been effected locally. Tin is quoted at 72 cents.

ALUMINUM. — This continues very strong and very scarce. Prices are firm, with upward tendencies, although last week's selling price of 45 cents holds unchanged for the time being.

ANTIMONY.—No appreciable change has developed in this market and antimony holds firm at 13½ cents.

SPELTER.—This metal stands comparatively quiet and quotation of 12 cents is unaltered.

LEAD.—No change to the position of lead. Dealers state that local markets are practically bare, with no indication of any improvement for some little time. Quotations of from 11½ to 12 cents are very firmly held.

Higher Prices Quoted on Roofing

Montreal.

ROOFINGS. — Higher quotations are given this week on various kinds of roofing. Tarred felt, 7, 10 or 16 ounce, is offered at $5.55 per 100 lbs. Heavy dry straw, $5.30, and heavy tarred straw, $5.35 per 100 lbs. Carpet felt, $8.00; "Rideau" dry, 95 cents per roll. Rideau tarred, $1.25 per roll. "Cyclone" dry, $1.40 per roll, and tarred, $1.50. "Surprise" dry, 97 cents per roll. Joliette dry, 95 cents. Joliette tarred, $1.12. "Ready Roofing," 2 ply, $2.05 per roll; 3 ply, $2.45. Eddy's Impervious sheeting is selling $6.50 per 100 lbs., which is an advance of 25c.

Old Material Firmer And Demand Heavier

Montreal.

OLD MATERIAL.—In a broad sense, the old material market is in an improved position. That is to say, demands are heavier from the manufacturers, and they have been bidding for some round quantities of heavy scrap. The steel and iron list are probably more active than other lines, particularly the heavier grades. Manufacturers are not, at the same time, loading up with excessive supplies, preferring to buy as they can use. "There are ten buyers to one seller," is the way one large factor referred to the market condition in speaking with HARDWARE AND METAL. And "there are no accumulated stocks."

Copper is also quite firm. Large credits made some little time ago with European buyers, aggregating $50,000,000, are said to be responsible for a firmer undertone on old scrap copper, the newly mined copper going to Europe and the old scrap being in demand here.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

TORONTO MARKETS

TORONTO, March 31—Higher prices have again been made on some important hardware lines. While nearly all commodities, especially those whose basic material is wood, iron or steel, are holding very firm, with a tendency towards advance in many cases.

Nearly all lines of hammers have been revised upward this week. Agricultural wrenches also come up for revision. Cotter pins are now quoted at 82½% discount. Pitcher and closed mouth cistern pumps are also higher. Pipe fittings, building paper, roofing and masons' screens all have higher prices.

The fast approaching warmer weather has been the cause of heavy buying this past week and a large volume of merchandise is moving. The manufacturer and jobber have great difficulties and inconveniences to contend with, owing to the ever-increasing shortage of supplies. Collections are very satisfactory. The exchange situation is still a factor for higher prices, although this has been showing some improvement.

New Rope Prices Firm; Raw Materials Advance

Toronto.

ROPE continues to hold very firm at new prices recently quoted. Manufacturers state the demand is excellent and that new business is coming in very satisfactorily. It is hard to predict just what will be the situation in the near future regarding prices, although present indications point to upward tendencies. The United States markets show the manila fibre at greatly advanced prices, and Canadian manufacturers state they have not advanced prices nearly in accordance with the advances taken by raw materials in the past few months. Manila rope is now being quoted at 35½c per pound. The British manila is 28c per pound, while the sisal is quoted at 22½c per pound base. An extra 2 cents is being charged for shorter lengths on half coils in place of former 1c charge.

Building Paper, Carpet Felts, Etc., Advance

Toronto.

BUILDING PAPER has higher prices. A very stiff advance is being made on all lines. This is said to be due to the shortage which has developed in the waste paper and other materials. The mills are also short of felt, it is stated. Some have it that owing to the influenza epidemic and other diseases that the reclaiming business has been curtailed. This may be the case, although the heavy increased demand is not to be overlooked. Dry fibre No. 1 Anchor is now being quoted at $1.45 per roll; No. 2 Anchor, 95c per roll; tarred fibre Anchor, No. 1, $1.50 per roll. No. 2, $1.12 per roll; Surprise fibre, 97c per roll; stag sheathing, 97c per roll; tarred felt, $5.55 per hundred pounds. Carpet felt, $8 per 100 pounds; straw sheathing, dry, $5.30 per hundred pounds; tarred, $5.45 per hundred pounds.

Ready Roofing Scarce; Shows Some Advance

Toronto.

READY ROOFING has been again marked up considerably higher than former prices. It is stated that present stocks of this commodity are light. It is hard to state what the future will show in the way of supplies or prices as the general conditions are too unsettled to make predictions. However, it is believed that if the felt mills were able to get sufficient quantities of raw material that the situation would show considerable improvement. The following are some of the new prices:

Everlastic—	
1 ply	2 25
2 ply	2 65
3 ply	3 05
Panamoid—	
1 ply	2 10
2 ply	2 45
3 ply	2 80

Sporting Goods Scarce; Demand Very Brisk

Toronto.

SPORTING GOODS, including baseballs, gloves, mitts, etc., have been advanced to higher levels. This advance will approximate 10 per cent. over former prices. Big sales are being noted for this line and stocks are very low. Many merchants seem to be taking this line on to replace other lines which they were unable to procure, it is stated. This is accounted for the present shortage, although manufacturers state they are held up for materials.

Seasonable Tools Are Moving Freely

Toronto.

SEASONABLE SPRING TOOLS are beginning to move very freely. Many report large business for garden tools, spades and shovels, poultry netting, black wire cloth, etc. Some of the prices are as follows: Black wire cloth is quoted at $3.60 per 100 square feet. Canadian made poultry netting, 2-inch mesh, net list; 1-inch mesh add 5 per cent. to list. Spades and shovels are quoted 45 per cent. off the list.

Builders' Hardware Lines Again Have New Prices

Toronto.

BUILDERS' HARDWARE. — Some lines have been advanced; this covers locks, knobs, etc., mostly in the cheaper sets. Owing to the great number of articles affected it is impossible to enumerate the new prices, although some lines it has affected to the extent of about 10 per cent.

Moulders' Sieves Have Jumped About 100%

Toronto.

MOULDERS' SIEVES.—A heavy advance has been made in moulders' sieves, this partly attributed to the greatly advanced price of lumber, although the wire situation is not to be overlooked. In some cases this advance will be approximately 100 per cent., as some lines which are selling around $15 have now been marked up to $31.25 each.

Corrugated Sheets Scarce Owing to Plate Situation

Toronto.

CORRUGATED SHEETS.—Heavy demand continues to be noted for corrugated sheets and manufacturers have difficulty in supplying sufficient stocks. This is said to be entirely on account of the scarcity which exists at present on the flat sheets. Many are wondering just what the outcome will be as mills are booked up to the limit and the orders seem to be coming in faster than ever. It is believed that the shortage of flat sheets, if not soon remedied, will soon curtail many proposed schemes for manufacture and otherwise. The warmer weather seems to have opened up new channels and the demand is continually becoming more persistent. Some believe that considerable of this demand is on account of the mills not being able to supply sufficient quantities, some being compelled to come back several times in order to make the purchase, which would give the impression that the commodities are being called for very often. The following are the present quotations:

	Per 100 square feet Gal'zd.	Painted
Corrugated Sheets—		
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Lead Products Continue Steady at New Prices

Toronto.

LEAD AND ZINC PRODUCTS.—The new higher prices recently announced on lead pipe and waste, also lead traps and other commodities, continue to hold, the situation which developed in pig lead causing considerable shortage where it was not altogether improved, and nearly all lead products are held at very firm prices. The following are the quotations on some of the better known lines:

Lead pipe, list, per lb.	0 17½
Lead waste pipe, list, per lb.	0 18½
Do., over 8 inches, list, per lb.	0 19½
Above subject to discount of 10%.	
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 45¾
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Zinc sheets, per lb.	0 19
Solder, guaranteed, lb.	0 43¾
Solder, wiping, lb.	0 37¼

Iron and Steel Bars Firm; Prices Unchanged

Toronto.

IRON AND STEEL BARS.—The present demand for this commodity is very good, and jobbers have considerable difficulty in supplying all sizes, although it is stated that the scarcity in this line is not nearly so pronounced as that of the flat sheets. This may be that considerable of this is Canadian iron and not so seriously affected by the recent coal strike as well as the steel strike which took place the latter end of 1919. Some are showing concern regarding the latter periods of the present year as they claim that the mills are booked to capacity now and at the beginning of the season. What will happen when the season gets in full swing? However, the business being offered is very satisfactory and collections are very fair. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Boiler Tubes Firm; Deliveries Not Improved

Toronto.

BOILER TUBES.—The situation in boiler tubes has not improved, and it may be that the scarcity which at present exists will be more pronounced. Some state that it is necessary to have buyers at the mills and they report that the mills are working to capacity on old bookings. The shortage of skelp which dates back to the old steel strike during the latter part of 1919 is very pronounced and is causing great inconvenience to all. Boiler tubes are being quoted as follows although in many cases the price is nominal as it is often necessary for premiums to be paid in order to secure immediate delivery.

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Prompt Delivery Stove Scrap at a Premium

Toronto.

OLD MATERIALS.—The list as below at present has not shown much activity and conditions are much the same as reported in last issue. Stove scrap and cast iron continue to be the features of this market, having developed a scarcity which has not been easily overcome. This naturally has affected the price, which is being quoted at anywhere from $18 to $30 per ton. It is said the demand is about normal with regular times, but owing to the supply not coming forward it makes it hard for some to get sufficient supplies, in fact it is stated that some are paying heavy premiums in order to get prompt delivery. The following are the present quotations:

No. 2 busheling	....	18 00
Stove plate, per ton	....	....
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	....
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 08
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 04

Sheets and Plates Firm; Scarcity More Pronounced

Toronto.

SHEETS AND PLATES.—The scarcity in this commodity which has prevailed for considerable time is said to be more acute than ever, and that, although there are some that are receiving odd cars, it is stated that the demand is so great that these cars are unloaded to customers without entering the warehouses. One jobber stated to HARDWARE AND METAL that he could carry his stock around on a wheelbarrow, and that he had never known the time since the firm started that stocks had been so light. The warmer weather seems to have brought out a very much increased demand, and building activities have started in full swing. Although the situation is very bad at present, it is stated that many are looking forward to better conditions in the near future. The following prices are merely nominal owing to the scarce stocks on hand:

BLACK SHEETS—

14 gauge	....	7 45
16 gauge	....	7 55
18-20 gauge	....	7 95
22-24 gauge	....	8 00
26 gauge	....	8 05
28 gauge	....	8 15
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$10 00	$11 50	$10 75	$12 00
U.S. 28	10 20	11 70	10 35	11 45
U.S. 26	9 90	11 40	10 05	11 15
22 and 24	9 75	11 25	9 90	11 00
18 and 20	9 60	11 10	9 75	10 85
16	9 45	10 95	9 60	10 70
12 and 14	8 70	10 20	9 45	10 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Cotter Pins Higher; New Discount 82½%

Toronto.

COTTER PINS.—Higher prices have been made on cotter pins, the new price now being quoted at 82½ per cent. off the list.

Pumps, Pitcher and Closed Mouth, Have New Prices

Toronto.

PUMPS have come up for revision this week and similar to other commodities manufactured from iron or steel, are higher in price. The pitcher mouth is now quoted at: Number 1, $3.25 each; Number 2, $3.80 each; Number 3, $4.20 each; Number 4, $5.00 each. The new price on the closed mouth is: Number 1, $3.55 each; Number 2, $4.10 each; Number 3, $4.45 each; Number 4, $5.40 each.

Agricultural Wrenches Again Revised Upwards

Toronto.

WRENCHES.—Agricultural wrenches are again marked up to higher prices and are now quoted at 20 per cent. off the list. The tendency for nearly all lines whose basic materials are iron, steel, or wood, are, in nearly all cases, upwards, due to the situation which has developed in each case.

Hammers, Nearly All Makes, Are Higher

Toronto

HAMMERS. — Considerably higher prices have been made on nearly all makes and varieties of hammers affecting nail, riveting, machinist's, tinner's, mason's, sledge, etc.

Some of the new prices on sledge hammers are: Canadian, under 5 lbs., $24.00 per 100 lbs.; 5 lbs. and over, $19.25 per 100 lbs.; while mason's are now selling at $27.00 per 100 lbs. for hammers under 5 lbs.; while those of 5 lbs. and over are quoted at $22.00.

Fittings Have New Advanced Prices

Toronto.

FITTINGS.—Higher prices have been made on nearly all fittings. This is attributed to the scarcity of raw material; also higher cost of labor and other factors. The cast iron are up about 5 per cent. and are now net list. Malleable bushings are quoted at 17½ per cent.; unions, 35 per cent.; plugs, 15 per cent.; pound goods 25 per cent. Class A, black, 65; galvanized, 80. Class B. black, 28; galvanized, 38. Class C, black, 19; galvanized, 28 cents per pound.

Nail Situation Shows Little Improvement; Firm

Toronto.

NAILS.—Both wire and cut are holding at firm prices and stocks are said to be very low. Many are wondering if the scarcity will be sufficiently overcome to supply the big demand which is expected during the coming season. It may be that merchants generally have already secured the bulk of their requirements, although, judging from the enquiries for large tonnages that are coming through, this may not be the case.

The present base price of wire nails is $5.70 per keg.

Tin Has Advanced 3c; Copper Prices Firm

Toronto

INGOT METALS.—Tin has been advanced 3 cents per pound as a result of the exchange situation. Copper, while unchanged, is showing much better demand. Lead is also showing a fair demand. Stocks are said to be light.

COPPER is in much better demand and the market is quite firm, although the quotation of 24 cents per pound continues to hold firm.

TIN.—Owing to the European exchange situation, tin has become much stronger, showing an advance of 3 cents per pound, making the new price 75 cents per pound.

LEAD is in good demand, with stocks none too plentiful. The present price is quoted at 12 cents per pound.

SPELTER continues to hold at firm and at an unchanged price and is still quoted at 17 cents per pound.

ANTIMONY is in fair demand and the quotation of 15 cents per pound still holds.

Fuel and Machine Oil Prices Again Advance

Toronto.

FUEL AND MACHINE OIL.—Prices have again advanced. Fuel oil taking two jumps during the week. Black summer oil is now quoted at 20 cents per gallon; black winter oil, 20½ cents per gallon. Regular grades of machine oil are up to 47 cents per gallon, while standard gas engine oil has advanced to 5½ cents per gallon, and paraffine at 30½ cents per gallon. These prices are subject to a 15 per cent. discount and the regular terms.

Balance of New List Issued For Harvest Tools

Toronto.

HARVEST TOOLS.—As announced in last week's issue, the balance of the new harvest tool list is shown below. This new list is subject to a discount of 50 and 10 per cent.

	Doz.
BARLEY FORKS—	
4-Prong, 20-inch Tine, bent, L.H.	$52 00
4-Prong, 20-inch Strap bent, L.H.	56 50
4-Prong, 20-inch, bent, D.H.	54 50
4-Prong, 20-inch Strap bent, D.H.	59 00
4-Prong, 20-inch, with movable backs, L.H., Plain	54 00
4-Prong, 20-inch, with movable backs, L.H., Strap	58 50
5-Prong, 18-inch, bent	56 50
5-Prong, 18-inch, Guarded	58 50
5-Prong, 18-inch, Strap bent	61 00
5-Prong, 18-inch, Strap bent, Guarded	63 00
BARN FORKS—	
4-Prong, 16-inch Tine, L.H.	45 50
4-Prong, 16-inch Tine, L.H., Strap	50 00
4-Prong, 16-inch Tine, D.H.	48 00
4-Prong, 16-inch Tine, D.H., Strap	52 50
5-Prong, 16-inch Tine, L.H.	51 00
5-Prong, 16-inch Tine, L.H., Strap	55 50
5-Prong, 16-inch Tine, D. H.	53 50
5-Prong, 16-inch Tine, D.H., Strap	58 00
POTATO FORK—	
4-Prong, L.H.	35 00
4-Prong, L.H., Strap	39 50
4-Prong, D.H.	37 50
4-Prong, D.H., Strap	42 00
BEET FORKS—	
6-Prong, D.H., Strap	60 00
7-Prong, D.H., Strap	67 00
BEET SCOOP FORKS—	
7-Prong, D.H., Strap	67 00
CAKE FORKS—	
8-Prong, D.H., Strap	62 00
10-Prong, D.H., Strap	76 00
12-Prong, D.H., Strap	90 00
14-Prong, D.H., Strap	106 00
16-Prong, D.H., Strap	130 00
COAL FORKS—	
8-Prong, D.H., Strap	67 00
10-Prong, D.H., Strap	79 00
12-Prong, D.H., Strap	92 00
14-Prong, D.H., Strap	106 00
16-Prong, D.H., Strap	130 00

POTATO HOOKS—	
4-Prong, round	25 00
4-Prong, flat	28 00
4-Prong, diamond backs	28 00
4-Prong, oval front, flat back	28 00
5-Prong, round	31 00
6-Prong, round	33 50
MANURE DRAGS—	
4-Prong	31 00
5-Prong	33 50
6-Prong	36 00
VEGETABLE SCOOPS—	
10-Prong, D.H.	70 00
VEGETABLE SCOOP FORKS—	
10-Prong, D.H., Strap	79 00

Length per list assorted to 5 feet. All 5½ feet $2.50 per dozen list extra. All 6 feet, $5 per dozen list extra.

LONDON MARKETS

LONDON, Ont., March 31—Warmer weather has started heavy demands for nearly all spring lines and during the past week a large volume of business has been handled. Price changes continue to affect many commodities and in all cases this week's changes are upwards. Sporting goods have new prices, affecting gloves, mitts, etc. Building paper, felts, roofing, etc., are also higher. Nails have advanced 25c per keg, while advances have also been made on cross-cut saws, Never-slip horse shoes and toe calks, corn planters, Yankee tools and calf meal.

Paints, varnishes, shellacs and kindred lines are moving briskly.

The shortage of steel and iron commodities is growing more acute with the approaching warmer weather and heavier demands and many are wondering what will be the outcome during the summer season, when all operations are in full swing. Collections are coming very satisfactorily.

Wire Nails Are Higher; New Base Price is $5.70

London, Ont.

WIRE NAILS.—An advance has been made in wire nails. The former base of $5.45 was said to be too low a figure and it is stated that stocks are very scarce, and while considerable volume has been moving since the Fall many are wondering if some have not neglected to stock up when stocks were more easily obtained. The new base on wire nails is now being quoted at $5.70, while cut nails have been advanced to new base price of $7 per hundred pounds, and some are predicting even higher prices in the near future.

Building Paper, Carpet Felts, Etc., Advance

London, Ont.

BUILDING PAPER shows a big increase. This is mostly attributed to the shortage of felts and also the scarcity of waste materials. It is stated that reclaiming of waste material has not been carried on as extensively as the demand for the finished products. Some of this may be attributed to the sickness which prevailed during the winter, although the majority of it is believed to be increased demand for the finished product. Some of the new prices are as follows:

	Roll
Dry Fibre, D 2	0 95
Surprise Paper	0 97
Tarred Fibre, E2	1 12
Carpet Felt, per 100 lbs.	8 00
Tarred Felt, per 100 lbs.	5 55

Sporting Goods, Baseballs, Gloves, Etc., Up 10%

London, Ont.

SPORTING GOODS, including baseballs, gloves, mitts, etc., have been advanced about 10 per cent., and jobbers state they have considerable difficulty in securing sufficient supplies, and while it is true they may be able to get large quantities of one line it is often the case that the correspoonding line of similar quality will not be procurable. A very big demand is existing for this line and stocks are gradually dwindling.

Calf Meal Has Again Been Revised Upwards

London, Ont.

CALF MEAL has again been advanced 10 cents. The Royal Purple is now being quoted as follows: 25-lb. sacks, $6 per 100 pounds net cash; 50-lb. sacks, $5.95 per 100 pounds, net cash; 100-lb. sacks, $5.90 per 100 pounds, net cash.

New Prices on Some Lines Yankee Tools Herewith

London, Ont.

YANKEE TOOLS have higher prices and the equivalent to an advance is approximately 5 per cent. Prices on some of the better known lines are as follows:

Ratchet Screwdrivers.—Number 11 x 2 inch, $8.60 doz.; 3 inch, $10.55; 4 inch, $11.30; 5 inch, $12.40; 6 inch, $14; 8 inch, $15.80. No. 12, $12.30 doz.

Spiral Screwdrivers.—Number 30, $39.45 doz.; No. 31, $53; No. 130, $45.10; No. 131, $60.90; No. 35, $29.30.

Automatic Drill.—No. 40, $38.35 doz.; No. 41, $34.25; No. 42, $27.10; No. 43, $17.15; No. 44, $41.20.

Corn Planter Prices Have Been Marked Up

London, Ont.

CORN PLANTERS.—New and higher prices have been announced on corn planters. The King of the Field is now being quoted at $14.30 per dozen. The demand for this line is said to be very good for this season of the year, and a good quantity are moving.

Neverslip Toe Calks Have New List and Discount

London, Ont.

NEVER-SLIP TOE CALKS.—A new higher list has been issued on Never-Slip toe calks. This is said to be due to the higher advance cost of raw material, labor and other factors, and manufacturers state that the materials are very hard to procure, which has a tendency to make stocks light. The new list, also the new discount, are shown below:

New Higher List.—Numbers 1 and 4, 5-16 inch, $3.10 per 100; ⅜ in., $3.10; 7-16 in., $3.30; ½ in., $3.30; 9-16 in., $3.50; ⅝ in., $3.50.

Sharp Drive.—7-16 in., $3 per 100; ½ in., $3; 9-16 in., $3.20; ⅝ in., $3.20. Less discount 15%.

Neverslip Horseshoes Have New List, Discount

London, Ont.

HORSESHOES of the Never-Slip make have been advanced to higher levels. The shortage of iron and steel, also the cost of labor and other factors, seems to be steadily advancing prices on nearly all commodities composed of this material. This new price on shoes takes the form of a new list, which also is subject to a new discount, which is as follows:

Extra Light Steel (tapped), New List—No. 1, 45c pair; No. 2, 50c; No. 3, 50c; No. 4, 55c; No. 5, 60c. Less discount 10%.

Crosscut Saws Have Been Revised Upward

London, Ont.

CROSSCUT SAWS have been advaanced to new and higher prices. This affects present and fall booking. The Maple Leaf are being quoted as follows:

Lance, Premier, Racer, Pangburn—5 ft., $5.80 each; 5½ ft., $6.60 each; 6 ft., $7.55 each.

Rope Sales Brisk; New Prices Hold Firm

London, Ont.

ROPE.—The new prices recently quoted on rope continue to hold firm. Manufacturers state that shipments are going out in good volume and the demand continues to be a heavy one. It is not expected that any higher prices will be made for some little time, although many are not predicting, as nearly all markets are very unsettled. The pure manila is now quoted at 35½c base; Beaver manila, 28c; New Zealand hemp, 28c; sisal, 22½c.

Poultry Netting Showing Satisfactory Movement

London, Ont.

POULTRY NETTING is showing good sales although some state that stock is not coming to hand very freely. This is believed to be due to the situation which has developed in the wire goods manufacture. The Canadian 2-inch mesh is quoted at net list, while the 1-inch mesh is quoted at an additional 5 per cent. to the list.

Harvest Tools Moving; New Discount and List

London, Ont.

HARVEST TOOLS are in good de-

mand and fair quantities are moving. The warmer weather has created considerable demand for spring cleaning and gardening, etc., and if present sales are any indication a record year will be experienced by some at least. The new discount is recorded at 50 and 10 per cent. off the new list.

Seasonable Tool Lines Moving Very Briskly

London, Ont.

SPADES AND SHOVELS are in good demand and a large volume is moving. Many building, wrecking and improvement jobs have been started owing to the break in the cold weather, and with the warmer weather it is believed that the goods will go out as quick as the manufacturers can make them.

BLACK WIRE CLOTH is also moving in good volume and it is quoted at $3.60 per 100 sq ft., while the shovels are quoted at as follows: Black Cat or Star, $14.20 per doz.; Fox or Olds, $14.75; Bull Dog or Jones, $16.95; Bull Dog or Jones, drain and post hole spades, $16.95.

White Lead in Oil Moving Briskly; Price Firm

London, Ont.

WHITE LEAD IN OIL.—Notwithstanding the higher prices being charged for this commodity sales are very brisk. It is believed that many are fixing up old houses in view of selling them at a good figure. Some believe that many merchants in the country have made quite heavy purchases in the fall and are able to take advantage of being so well covered; the warmer weather also is a factor for helping to move this commodity and a record business is expected. The pure in ton lots is quoted at $20.45 per 100 pounds, while less than ton lots is quoted at $20.80 per 100 pounds. The Elephant brand is quoted at $20.95 per 100 pounds, and $21.30 per 100 pounds for less than ton lots.

Window and Plate Glass Still Hard to Get

London, Ont.

GLASS.—Both window and plate continue to be very scarce. Some have been looking forward to having Belgium glass in fair quantities, and they may not be disappointed, although it is understood that while Belgium is manufacturing considerable glass, that the scarcity is world-wide and the demands are very heavy, although it is stated that if she were to overcome her coal shortage that she would be able to catch up much more readily with the back orders. The single diamond and double diamond is quoted at 15 per cent. off the list, while the cut lights are quoted at 40 per cent. off the list.

Linseed Oil Prices Very Firmly Held

London, Ont.

LINSEED OIL prices remain firm and no change has been made this week. Linseed oil continues to hold at high prices although the season of the year for lower prices is very close at hand. Owing to the strike the Argentine seed is said to be delayed, and this may be one reason for the high prices charged. The present quotations are as follows:

2	Raw	Boiled
	Per gal.	
1 to 2 barrels	2 87	2 90
3 to 5 barrels	2 86	2 89
6 to 9 barrels	2 84	2 87

Less barrels, add 15c gal.

Turpentine Firm; Prices Remain Unchanged

London, Ont.

TURPENTINE.—Notwithstanding the reported scarcity of turpentine the price still remains unchanged although present quotations are very firm. The cold weather in the South seriously delayed the new crop, it is stated, and no new turpentine is looked for until at least the first part of May, that is, in any quantities. Considerable amount of satisfaction is being expressed over the steady decline of the exchange rate, and many are hopeful that the rate will be back near normal. Local stocks of turpentine are rather light, although it is believed that nobody is suffering from not being able to get it. The following are the present quotations:

		Per Imp. Gal.
1 barrel lots	....	3 60
2 to 4 barrel lots	....	3 59
5 gal. lots	....	3 75

WINNIPEG MARKETS

WINNIPEG, March 30—Many lines again advance as a result of further activities occurring in the week's markets. Chief among the lines involved will be found: Wrenches, vises, harness, buckles and rings, rope, rubber belts, sheet iron, sheet metal, Canada plates, boxing gloves, striking bags, tents, linseed oil and cocoa doormats. Several theories as to the causes of these latest advances are given, but it is generally accepted that the most important factors responsible are general scarcity of raw material, limited production, the present high cost of production, exchange rates and inadequate transportation facilities. The exchange rate, although to some extent lower, is sufficiently high as to be an important factor in the influencing of the markets. Freighting conditions have been further handicapped by heavy snowstorms that have in the past week demoralized traffic to such an extent as to considerably delay urgently needed shipments.

Wrenches Have Been Advanced About 17%

Winnipeg.

WRENCHES.—Two well-known lines of wrenches have been advanced as a result of the recent activities of the markets. This latest increase, it is said, can be chiefly attributed to the general advanced cost of raw material coupled with the advanced cost of production at present confronting the manufacturers. The new prices appear firm, and further advances are not necessarily looked for at present, although it may be seen that the future trend of the metal markets will influence future quotations. The new prices are as follows:

Westcott Wrenches — 6-in., $12.40; 8-in., $15.50; 10-in., $18.50; 12-in., $27.50; 14-in., $37.50 per dozen.

Combination Wrenches — Bemis & Call's, 10-in., $38.50; 12-in., $45.00; 15-in., $60.00, per dozen.

Bonney Vises Are Revised Upward; List 35% Higher

Winnipeg.

VISES.—After a firm and quiet period, Bonney vises appear for new revision of price to the extent of 35 per cent. on old lists. This, as must be admitted, is an advance of a heavy character, but that can be attributed to the present state of the metal market, this product relying solely upon metals for its manufacture. Manufacturers state the procuring of sufficient supplies of raw material is at present a difficult task, and what can be secured is at greatly advanced prices.

To-day's quotations show:

Bonney Vises—No. 1, $14.00; No. 2, $21.75; No. 3, $33.75; No. 4, $40.00; No. 9, $59.75 per dozen.

Harness Buckles and Rings Are Marked Up 20%

Winnipeg.

HARNESS BUCKLES AND RINGS. —Following recent advances on harness buckles and rings further increases occur this week, the new prices showing an advance of 20 per cent. on previous lists. As will be noticed, this class of goods is steadily advancing, the new prices bringing them up to a high figure. This latest advance, it is said, is chiefly due to the metal market, which is gradually influencing both the products and by-products of the basic metals. To-day's prices are:

Harness Rings — Japanned, ½-in., $1.50; ⅝-in., $1.50; ¾-in., $1.65; ⅞-in., $1.90; 1-in., $2.40; 1¼-in., $2.70; 1½-in., $3.80; 1¾-in., $4.00; 2-in., $4.35. Tinned: ½-in., $1.70; ⅝-in., $1.70; ¾-in., $2.00 1-in., $2.90; 1¼-in., $3.10; 1½-in., $4.70; 1¾-in., $5.25; 2-in., $6.25 per gross.

Harness Buckles—Japanned, ½-in., $1.82; ⅝-in., $2.05; ¾-in., $2.40; ⅞-in.,

$2.90; 1-in., $3.35; 1⅛-in., $3.75; 1¼-in., $4.65; 1½-in., $5.50; 1¾-in., $6.95; 2-in., $8.40 per gross.

Tinned, ½-in., $2.05; ⅝-in., $2.40; ¾-in., $2.90; ⅞-in., $3.35; 1-in., $3.75; 1⅛-in., $4.65; 1¼-in., $5.50; 1½-in., $6.95; 1¾-in., $8.40; 2-in., $9.85 per gross.

Rope Prices Advance to the Extent of 2c Lb.

Winnipeg.

ROPE, after a very short period of stability, again advances 2 cents per lb. The change is general, involving practically all classes of rope in manila and hemp, cotton rope at present remaining unchanged. The reason for this latest increase, it is said, is due to the present unstable and steadily advanced hemp market, while the present exchange rate is also said to be to some extent responsible. To-day's prices appear firm, but how long this will last is difficult to surmise owing to the unsettled condition of this market. The new prices ruling are:

Rope.—Pure Manila, ¼-in. x 5/16-in., in., $0.32¾; ⅜-in., $0.32¼; 7-16-in., ½-in. and 9-16-in., $0.31¾; ⅝-in., $0.31¼; ¾-in. and larger, $0.30¼ per lb.

Sisal.—¼-in., and 5-16-in., $0.26¾; ⅜-in., $0.26¼; 7-16, ½ and 9-16-in., $0.25¾; ⅝-in., $0.25¼; ¾-in., and larger, $0.24¾ per lb.

British Manila and African Hemp.—¼ and 5-16-in., $0.32¾; ⅜-in., $0.32¼; 7-16, ½ and 5-16-in., $0.31¾; ⅝-in. $0.31¾; ⅝-in., $0.31¼; ¾-in., and larger, $0.30¾ per lb.

Lath Yarn.—$0.24¾ per lb.

Sisal Lariat.—3 x 7-16-in., $0.29¾; 4 x 7-16-in., $0.30¾ per lb.

Manila Lariat.—3 x 7/16-in., $0.43¾; 4 x 7-16-in., $0.44¾ per lb.

Endless Rubber Belts Advance About 20%

Winnipeg.

ENDLESS RUBBER MACHINE BELTS—Appear for revision in price, showing an increase of 20 per cent. on previous lists. Taking into consideration the state of this market, this line has shown moderate stability in the past which tends to make this latest change an almost expected occurrence. Supplies of raw rubber are at present scarce, and prices are high, the market showing steady advance.

Chief among the sizes affected, and quoting present prices are:

Endless Rubber Belts.—10-foot, 7 x 5, $164.30; 8 x 4, $151.65; 8 x 5, $188.00; 160-foot, 8 x 5, $200.25; 9 x 5, $225.50 each.

Iron and Steel Sheets Have Risen 75c Per Cwt.

Winnipeg.

IRON AND STEEL SHEETS—Following recent changes on iron and steel sheets the changes for the week again show further advance on these lines. Little can be said regarding the latest increase, the sheet situation remaining practically unchanged. Acute scarcity still exists and dealers state they are not receiving nearly sufficient supplies to meet the present demand. The ruling prices are:

Sheet Metals.—Black, 10 g. $9.45, 12 g. $9.50, 14 g. $9.50, 16 g. $9.60, 18 g. $9.80, 20 g. $9.80, 22 g. $9.85, 24 g. $9.85, 26 g. $9.90, 28 g. $10.00 per 100.

Sheet Iron.—Galvanized, 16 g. $11.60, 18 g. $11.75, 20 g. $11.75, 22 g. $11.90, 24 g. $11.90, 26 g. $12.05, 28 x 30 $12.35, 28 x 36 $12.60, 10¾ oz. x 30 $12.75, 10¾ oz. x 36, $13.00 per 100.

10% Increase is the Showing of Canada Plates

Winnipeg.

CANADA PLATES, following the latest increases on sheets, advance a further 10 per cent. Like all sheets and plates, this line is also at present scarce, the demand greatly exceeding the supply. It is thought that the coming of the better weather should assist and improve present transportation conditions to a sufficient extent to permit the shipping of larger and more satisfactory quantities. This, however, cannot be relied upon too fully, as the present scarcity cannot be wholly attributed to the one cause, when several are responsible.

The latest prices are:

Canada Plate.—Ordinary and Blued, 18 x 21, $11.25; 18 x 24, $11.25; 20 x 28, $11.50 per box.

Boxing Gloves and Punch Bags Advance About 36%

Winnipeg.

BOXING GLOVES AND PUNCH BAGS—A general advance has been made on boxing gloves and striking bags, the latest increase being of a high character, increasing old prices to the extent of 36 per cent. The cause of this exceptionally heavy advance, it is said, is due to the present high prices and general acute scarcity of leather, which in turn is assisted by the increased cost of production, and the present rate of exchange — another factor that must be at present taken into consideration. The present prices appear firm, and barring unlooked for eventualities no further changes are at present anticipated. The new prices on some of the better known lines are follows:

Boxing Gloves—Reach, B1, $4.75; B2, $7; B4, $8; B5, $9.35; B6, $10; B7, $11.35; B11, $16 per pair.

Striking Bags—Reach, S1, $52; S2, $60; S4, $68; S6, $81; S8, $96; S9, $160; S1D, $52; S3D, $68 per dozen.

Striking Bag Bladders—No. 9, $10; No. 10, $12 per dozen.

Linseed Oil Higher, Showing Increase of 15c

Winnipeg.

LINSEED OIL again advances, this time to the extent of 15 cents per gallon. This market is at present of an unsettled nature owing to the shortage brought about by the unsatisfactory crops of last season. Little relief from the present situation is anticipated until it can be ascertained what quantities of seed can be secured from outside points as Canadian crops, it is feared, will be inadequate to relieve the situation. The present prices ruling show:

Linseed Oil.—Raw, $3.00; boiled, $3.03 $3.03 per gallon.

Higher Prices on Tents Affect Nearly All Styles

Winnipeg.

TENTS.—A general advance occurs in tents, adding to the previous lists a further approximate average of 25 per cent. The new change, it will be seen, is of rather high character, but one that has been practically expected for some time, owing to the present scarcity of cotton and the present high prices of same.

The new prices appear firm, further changes not being at present looked for owing to the wide range of tents and the many sizes. It is only possible to list a few. The change, however, is general and includes all styles and sizes. Some of the latest quotations are:

Tents—Wall, 8 oz., 7x7x2, $18.25; 8x10x2½, $25; 10x12x3, $33.50; 12x16x3, $51.65; 14x20x4, $71.65. 10 oz., 7x7x2, $21.75; 8x10x2½, $30.45; 10x12x3, $40.75; 12x16x3, $59.95; 14x20x4, $82.90. 12 oz., 7x7x2, $26; 8x10x2½, $34.95; 10x12x3, $46.85; 12x16x3, $69.20; 14x20x4, $95.25 each.

Wedge—7 oz., 5x7, $12.30; 7x10, $18. 8 oz., 5x7, $13.40; 7x10, $19.85. 10 oz., 5x7, $16.35; 7x10, $24.15 each.

Miners.—8 oz., 7x7, $12.65; 12x12, $26.10. 10 oz., 7x7, $15.55; 12x12, $32.65.

Hip.—8 oz., 12x19x6, $95.85; 16x21x6, $131.20. 10 oz., 12x19x6, $106.88; 16x21x6, $146.73. 12 oz., 12x19x6, $120.15; 16x21x6, $164.95 each.

Cocoa Mats Repriced; Are Up $1.75 Per Doz.

Winnipeg.

COCOA DOOR MATS—After a period of stability and firm prices, cocoa door mats again advance with a showing of $1.75 per dozen. This new increase is not of very high character considering this market, raw material being at present scarce, and of aviating price.

Cocoa Door Mats.—14-in. x 24-in., $15.00; 16-in. x 27-in., $20.00; 18-in. x 30-in., $25.00; $20-in. x 33-in., $30.00 per dozen.

PITTSBURGH MARKETS

PITTSBURGH, April 1.—Production of pig iron in the United States in 1919 is officially reported at 31,015,364 gross tons, this corresponding quite well with the unofficial estimates. Production had been quite uniform in the three preceding years, at about 39,000,000 tons, but 1916 had the advantage by a slight margin. Thus there was a decrease of about 20 per cent. Productive capacity, however, had grown materially since 1916, being in 1919 in the neighborhood of 44,000,000 tons, so that production was only 70 per cent. of capacity. The strike which began September 22 is of recent memory, and naturally occurs as an important cause of the year's light production, but as a matter of fact the chief

cause of the light production was lack of sufficient orders. By the time the strike was practically over pig iron had become very scarce, but if there had been no strike it might have been moderately plentiful up to the end of the year.

While the production of foundry iron in 1919 was less than in 1918 the decrease was not as great as the decreases in Bessemer and basic iron. The 4,916,758 tons of foundry and ferrosilicon produced in 1919 constituted 15.85 per cent. of the total pig iron production of the year, while the 5,145,260 tons of these grades produced in 1918 comprised only 13.17 per cent. of that year's production.

Of the 31,015,364 tons of pig iron produced in 1919, 22,325,137 tons were for the use of the makers themselves, while 8,690,227 tons were produced for sale, being in other words "merchant iron." Of this total 4,817,234 tons or 55 per cent. was foundry and ferrosilicon. The rate of production has been increasing sharply of late, and will probably very soon be over 40,000,000 tons a year.

Price Restrictions Off

By the order issued by President Wilson last week, all price and other restrictions come off coal and coke as of this date, so that April 1 sees an absolutely open market. Where this open market will find its level is more or less of a question, as the only thing that has seemed clear in the minds of the trade in the past few days is that prices will be very high. It is regarded as conservative to talk of coal at $3.50, it being stated that large operators desire to hold the market down to about that level, while the smaller operators may push prices for spot lots to considerably higher ranges. For Connellsville coke a price of about $9 is predicted.

The removal of price restrictions on coal will not of itself increase the production of coal, nor will the removal of price restrictions on coke alone increase the production of coke. Production of coal has been restricted almost solely by transportation conditions, and that is true also of coke. However, if there is a free market the steel interests that have by-product coke ovens can bid higher prices for coal, and there is no doubt that they will bid higher and higher prices for coal until they get all they require, and thus the output of by-product coke will be increased. As to Connellsville coke there will be no increase in production except such as comes from improving car supplies spring weather helping the operation of the railroads. As to steel mill operations, it is very expensive indeed for output to be restricted as it has been of late at certain works by shortage of coal, and it is cheaper in the long run to pay almost any conceivable prices for coal than to do without.

The removal of the price restrictions on coal and coke, therefore, is certain to be attended quite promptly by a very considerable increase in pig iron and steel production, even though production for three months past has been materially greater than was predicted. While there has been transportation difficulties they have not been as great as was feared, while in the matter of labor, the supply of labor, and labor supplies, have been decidedly better than was expected, and very nearly normal.

Third Quarter Steel

Several of the large independent steel producers are now definitely committed to a policy of selling their products quarter by quarter, opening their order books for delivery in one quarter just after the beginning of the preceding quarter. Thus within a few days several large sellers are likely to announce definitely to their customers the prices they expect on third quarter deliveries. These prices will not be higher than the general level indicated by 3 cents for bars, 3.10c for shapes and 3.25c for plates, while they may be lower. It is understood that some sales have been made to customers entitled to special treatment, perhaps at somewhat less than the prices just mentioned. These same independents used to sell much farther ahead, and it is an interesting question whether they are selling for shorter periods ahead now because they wish to restrict their obligations or because they see that the trade does not wish to commit itself so far ahead. It is stated that there has been a considerable volume of inquiry of late for third quarter delivery, but it does not appear that consumers were disappointed when they found that the mills preferred to hold off, as to all the trade, whereby one consumer would not be disadvantaged as compared with another.

Thus it can hardly be said that the forward market for steel products is particularly strong, and it is certainly not advancing. As for the market for prompt deliveries, it is distinctly easing off, with inquiry much reduced and with prices slightly on the down grade. All these trends are precisely what were to have been expected, for at the beginning of the year it was well recognized that there was an acute shortage of steel, caused chiefly by the strike, and it was commonly predicted that it would require about six months for the mills to catch up with the country's requirements. With production distinctly greater in the past three months than was expected, and with railroad consumption of steel in the next few months smaller than was expected by the buying trade (there having been fears on the part of many consumers that railroad demand would restrict their own supplies) the shortage is likely to be made up somewhat sooner than was expected, and the fancy prices are naturally marked for eventual disappearance. The real basis of the market is the Steel Corporation prices. Below that level it is quite improbable the market will go for quite a time.

Pig Iron

It is between buying movements in pig iron, there being little inquiry for early deliveries and practically none for second half. As forward prices for steel products are not advancing to the levels recently shown by early deliveries, while deliveries are declining, it does not seem that steel producers who use purchased iron will be able to pay present pig iron prices and come out whole. As to foundries, they are not likely to buy for second half unless a fresh scarcity develops. Pig iron rarely declines when the market is dull, as there is no incentive to cut prices, hence the continuance of recent quotations is no particular evidence of strength. The valley market remains at $42 for Bessemer, $41.50 for basic and $42 for foundry, freight for Pittsburgh being $1.40.

SASKATCHEWAN R. M. A.

(Continued from page 52)

Proposed Resolutions Wanted Early

In order that the programme may be made as comprehensive and useful as possible to every branch of business, the various "locals" and district branches of the association and individual members of the association should get busy and forward to the provincial office at Saskatoon as early as possible any resolutions bearing on any subject they wish brought before the trade sections or the convention generally.

With regard to the trade sectional meetings it is intended to make them as comprehensive in regard to the subjects they cover as though they were conventions in themselves called for the purpose of benefiting specially the merchants engaged in the particular lines of business covered by these trade sections. The secretary, therefore, invites correspondence and suggestions from members of the various trade sections of the association as to the form these meetings shall take, the subjects to be discussed, and whether they would like arrangements made for the engagement of speakers who can deal with any special aspect of the different trade sections.

Members of the Retail Merchants' Association throughout Saskatchewan are also requested to send in suggestions with regard to the arrangements for the convention and the various trade sectional meetings that are to be held, so as to make the proceedings both interesting and profitable to every individual delegate who will be in attendance. These suggestions should be sent in immediately as the provincial office is taking the preliminary steps towards the formulation of the programme.

SHORTAGE OF TRAPS LIKELY

Owing to the scarcity of steel and the general falling off in production dealers are of the opinion that this year's output of all kinds of traps will be far below the general average, and to this end advises buyers to get their orders in as soon as possible as it is feared that available stocks will be quite inadequate to meet the demands that always come with the spring.

STARTING SOMETHING

A PAINT STORY—Continued from page 57

other possibilities for sales out of the rest of my stock."

"As I understand it, you're making the paint end of your store the entering wedge for more business with other goods," queried the publisher.

"Yep, that's part of the idea," replied Hewitt, "and while it's my own selfish end of it, I'm also trying to bestow a little benevolence on the community as well. I've come to believe that any fellow that enters business with the sole miserly notion that that business shall benefit him alone, is going to run it on pretty narrow gauge principles and he'll go just about so far and no farther. The chap that starts out recognizing that his retail distribution of goods involves a service to society and his community as well as profit to himself, has a fair chance of getting more of the sympathy and good-will of his trade than the one with the narrow-gauge idea. The very fact that he takes into account his obligation to his trade, as well as its obligations to him, puts him in a mood that will be more responsive to his customers' needs and demands. And this sense of obligation will create for him a spirit of leadership in directing that trade into new channels, such as introducing new goods, and a creation of a demand for them. Take in this instance where the need for paint in this town is so great, I've been standing around long enough with my hands in my pockets waiting for conditions to improve. Now I'm going to hustle and improve conditions by bringing home to them, as best I can, the necessity for paint. Apart from the business side of it, I consider that my effort will be of real service and benefit to this town.

"Of course," continued Hewitt, "I'm going to make a profit on the business I get out of it. Why shouldn't I? But I'm pretty well convinced that this town is going to get a heap sight bigger benefit and more actual dollar-and-cents profit than I will. If everybody gets their share I'm content."

The publisher was resting his chin in the palm of his hand, while his face indicated an intense brown study that publishers are sometimes capable of. Two distinct ideas were in review before his fixed gaze.

Hewitt's scheme presented a possibility of improving the conditions and appearance of the town which he most decidedly could aid through his editorial columns, assistance in this manner would also improve conditions of living and the commercial welfare of the community. His influence could also be exerted in having the local merchants use his advertising columns to better advantage. Perhaps Hewitt's idea in advertising could be adapted to the advertising of the other goods stocked by the stores in town. "Yes, sir; he would try it," was the resolution silently made to himself. His position had brought him in contact with all the complaints of the local merchants about big town stores, interurban trolley lines, departmental stores, mail-order houses, cut-rate methods, and the customary abuse of the Government. He, too, recognized that much of the blame for these complaints actually rested on the local merchant himself. Here was a way out and he was going to set to work on its application.

He sat up suddenly with the exclamation, "You don't mind, Tom, if I go gathering a few statistics about what our people need and might buy along the lines you have followed, and apply it on these other fellows in town?"

"Not a bit," replied Hewitt; "and I'll tell you something else. I'm figuring that the more I can get people to trade at my place, the more they'll trade with my neighbors on the street, even with my own competitors; and the more they trade with the other fellows, the more they'll trade with me. Get them into the habit of buying at home. But our stores have got to keep up to scratch and keep the habit. Any one of them that thinks he's going it alone will be about the first to drop out. Keeping a little love for your neighbor in stock, as well as for yourself is a motto that's worth placing on the front page of our notebooks."

Tom left the newspaper office well content with his morning's work there. He was satisfied that he had started something that would contribute to the furtherance of the service he and his fellow-tradesmen could render to the town.

The advertising manager of his paint supply house was the next to feel the effort of Hewitt's movement. To him came a long list of every property owner in Baysburg. With this list came a request to send with the regular circular advertising of the house a letter which Hewitt had carefully written and which was arranged to conform to his plan of action.

That form letter provided no small amount of cause for serious reflection by Mr. Advertising Manager, but he sent it on the day and date, and in the manner specified by Hewitt. And that personal letter did its work along with the other forces set at work by Hewitt.

It is not necessary to recite all the details of the promotion work undertaken by Hewitt. Suffice it to say that his first year's effort provided the foundation for its continuation in the years to follow, which any man will recognize to mean that it met with success.

Hewitt did not realize the full buying possibility of every building within his reach during the first, second, third nor the fourth years. But he did raise the average consumption of paints and varnishes per building far above the average that had been maintained in the years past. As for his own stock, his increases overshadowed everything he had been able to accomplish before. His sales in other lines rose rapidly and he improved his methods of conducting his business, with lower overhead costs than he had scarcely dared dream of before.

Hewitt proved to himself and demonstrated to his fellow-merchants that the day of the small-town retailer was not over. Most decidedly it was not. But he incessantly hammered home the one thought that the preservation of his place in the sun was up to nobody else but the local merchant.

He played the factors that were taking business away from his own and other smaller towns with their own deck of cards. He couldn't play them for as big stakes as they were playing, but he played them for all that was at stake in his locality.

Instead of centering his viewpoint about himself, he centered it about the units and factors that contributed to his business. By recognizing that in his retail distribution he could make his business a recognized service to the community, he brought that community to a habit of furthering his business. Foresight in acknowledging the futility of one-man endeavor and a capacity for co-operation with others, whether in his line of business or not, had enabled him to weld a force that had remedied the neglect of former merchandising methods.

Instead of laying all blame on the Government or anywhere else but where it belonged, and with a belief in shirt-sleeve and elbow-grease effort and energy, Hewitt helped pull his town out of a hole, filled up the hole, then built upon it a monument in the shape of improved small-town trade.

To you who sell paints and varnishes: Perhaps you would not remedy your ills or improve your business in just the way Tom Hewitt did. Perhaps you have a better idea. If you have, put it into action.

All of which leads to the moral of this incident: That if you have a grievance, don't nurse it — kill it by "starting something."

MOORE'S Guaranteed PAINTS

A quart is sufficient for the average small car.

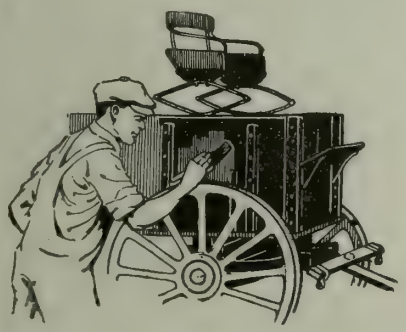
"Save the surface and you save all" *Paint & Varnish*

Moore's Automobile Finish

A Durable, Lustrous Enamel that renews the appearance of Automobiles and makes them look like new.

Easy to apply. Self-levelling and dries over night.

Made in Black—Oriental Yellow — Auto Gray — Emerald Green — Vermilion — Jockey Red — Wine Color — Cobalt Blue — Brewster Green.



Made in Black—Blue—Yellow—Green—Red.

Moore's Wagon & Implement Paint

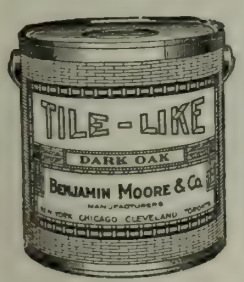
Specially prepared for Wagons, Carts, Ploughs, Mowing Machines and all other agricultural implements.

Produces a rich gloss, hard-wearing surface.

Profit Makers for the Dealer

A Moore Agency means BETTER BIGGER PRICES PROFITS

Color Cards and Prices on Request



Benjamin Moore & Co. LIMITED

Paints, Varnishes and Muresco

Toronto

Maritime Sales Manager:
R. C. Blakeney, 267 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

The Brush Department

Displays Doubled Brush Sales

More Attention Now Paid to Brush Displays—Need for Good Brushes to Secure Satisfactory Results

The writer knows a hardware merchant who for years did a large trade in paint, but only a fair trade in paint brushes. One day he awakened to the fact that, while he and his staff had always given a great deal of attention to paint selling they had been neglecting the sale of brushes, and only showed them when asked to by customers. This merchant talked the matter over with his clerks, decided to always have brushes on display, to show them in all paint window displays, and to always refer to brushes when making a sale of paint to a customer. This merchant increased his brush sales 100 per cent. in one year.

During recent years there has been a marked tendency on the part of hardware window trimmers to give a fair share of display space to paint, kalsomine and varnish brushes in all paint window displays.

This is an important point and one which was at one time to a very great extent overlooked by window trimmers. Paint is usually well displayed. Special efforts are put forth to make paint sales. Why not specialize on paint brushes as well? In the majority of cases where paint sales are made, brush sales may also be made. One out of twenty homes has not a really good paint brush in it. The reason in many cases is that proper care is not taken of the brush after it has been used. Whether people are ignorant of the correct method of treating a brush after it has been used, or whether brushes become worthless simply through carelessness, is a matter hard to determine at once. But when painting is to be done, a dry, hard, unworkable mass of hair is too often found to be the only thing in the line of a paint brush at hand. It is needless to add that good work cannot be accomplished with such an article, and the result is that either a new brush has to be bought or much labor has to be expended in cleaning up the old one—and even at that there is no guarantee of satisfaction after the old brush is restored to a workable condition. Customers very often—if the salesmen does not impress on them the importance of having a good brush—will use an old and unfit one, and when they get poor results they place the blame on the paint or varnish.

But whatever the conditions in the homes where paint is used, few will doubt that new paint brushes are preferable when it comes down to doing fine work.

In the store of one large retail concern which the writer has in mind, part of the paint department is specially devoted to paint brushes. One cannot enter the department without being impressed by the fact that a specialty is made of this line. A wide range, not only in style and quality of brushes, but also in sizes, is shown. Thus the complete stock of brushes is open before every customer who enters the department, and it becomes a very easy matter to pick out the size, shape and quality of brush desired.

There are several advantages of such a system as this. Having brushes displayed in the store, in the paint window displays, and in the paint department, draws the attention of people to brushes at the time that they are making a paint purchase, even before any reference is made by the salesman to the possibility of a brush being needed.

Spring Window Trims

Written for HARDWARE AND METAL

By F. A. FARRAR

How about your windows?

Remember there should be an air of freshness to window displays as well as vegetables, and when your window is dusty and all withered up, everyone who passes by will take that as an index of what might be found on the inside of your store.

Put in a big window display on paints and varnishes for extenrior and interior use **right now.** Spring is here and everything is blossoming out into beauty and new usefulness, and the proper window trim will get substantial trade for the paint department. Paint is primarily for protection, sanitation and beauty, and you must furnish this example as well as the argument.

Don't let your store front indicate something quite to the contrary, or your windows will prove a minus advertisement. There is practically no material which is better suited for display in offering possibilities for a better "picture" than paints and varnishes. Manufacturers are now supplying all kinds of color cards, showing chips, hangers, posters, etc., and a brilliant display can easily be made.

It is only the blind who do not see color, and only the dead who forget it.

Make plans right now for a window trim for the paint department, and you will see your sales run up.

TEN CENT BRUSH CAUSES $30,000 LAW SUIT

New Orleans. — A ten-cent shaving brush purchased from the Kress store by C. H. Lindsey, of Forest, Miss., was basis for a $30,000 suit brought by his widow, Mrs. Emma MacCarroll Lindsey, against the store.

Mrs. Lindsey maintained that her husband contracted charbon and died as the result of using a shaving brush made of the hair of a cow which had anthrax. Civil, district and federal courts of Mississippi awarded the woman the amount of damages asked, but the United States Court of Appeals at New Orleans reversed the lower courts on the objection that the retailer was not responsible, inasmuch as he did not manufacture the brushes.

CARRYING STOCK EATS UP PROFITS

Actually and literally, costs are daily growing on every article that you carry in stock and a neglected commodity can eat its head off in time. It is just such things that have a tendency to reduce your net profits. You may not have the time personally to attend to the detail; you may think that you can not afford to hire a person to attend to this detail for you, but as a matter of fact you can not afford to be without the information.

In any community you can find someone who is capable of installing a simple system that will meet the necessary demands of your business.

ASHDOWN'S BIG EDMONTON WAREHOUSE READY IN AUGUST

Edmonton, Alta.—The new warehouse of the J. H. Ashdown Hardware Co. will be completed and stocked by August. The new warehouse is 100 x 137 feet, six stories high, of reinforced construction. The building is extremely modern in every respect and is equipped with freight elevators, track facilities and other modern conveniences. With the completion of the warehouse the company will have warehouses in Winnipeg, Calgary, Saskatoon and Edmonton.

BOECKH'S BRUSHES

For Housecleaning Needs

The Bristles Can't Come Out

The approaching season is one of marked interest to the Hardware Merchant. The Annual Spring Housecleaning Season, besides requiring large numbers of Paint and Varnish Brushes, calls for a heavy stock of cleaning brooms and brushes, such as Bannister and Floor Brooms, Scrub and Stove Brushes, Cornice Dusters and many other useful lines.

Spring is here. Housecleaning is near at hand. Beautiful weather brings the housewife out of doors. A striking display in your windows and on your counters of brushes and brooms with the housecleaning appeal will bring immediate sales.

Every Boeckh Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Becomes General Manager Ottawa Paint Works, Limited

Interest Formerly Held by J. M. Young— —Charles Hickman Retains Presidency

CHARLES Hickman, president of Ottawa Paint Works, Limited, announces that Wm. C. MacLaren, of Winnipeg, Man., has taken over the interest in the business formerly held by J. M. Young, who has now retired. Mr. MacLaren assumes the position of general manager of the company, giving especial attention to the financial and office adminstration, while joining with Mr. Hickman in executive capacity.

Mr. Hickman retains the presidency of the company and will devote especial care to the practical end of factory production, for which he is well qualified through many years of actual experience in this connection since the inception of the business over twenty years ago.

Mr. MacLaren comes from a well-known Ottawa Valley family, and has been engaged in the manufacturing business for many years, first at Brockville and later at Winnipeg. He was also, until moving to the West, a director of the James MacLaren Co., Limited, of Buckingham, Que., and the North Pacific Lumber Co., Limited. While in Brockville, Mr. MacLaren was for two years president of the Board of Trade, and for several years chairman of the Finance Committee of the Council of the Town of Brockville, and while in Winnipeg was a member of the Executive Committee of the Prairie Provinces Branch of the Canadian Manufacturers' Association and a member of the Transportation Committee of the Winnipeg Board of Trade. He was also a member of the Winnipeg Rotary Club, the St. Charles Country Club, the Winnipeg Golf Club and the Fort Garry Motor and Country Club and takes a keen interest in all out-door sports, having at one time played in the famous Brockville rugby football team the year they played off in Toronto with the Ottawa Rough Riders for the Senior Championship of Canada, the Brockville team having gone through the Senior Quebec schedule without a defeat that season.

How Hardwaremen Advertise Paints---No. 1

IN this advertisement, F. P. Turner, Port Colborne, Ont., emphasizes the difference in cost between cheap paint and higher grade paints. The advertisement refers to the fact that there are many cheap paints on the market. The advertisement also takes a slam at some cheap paints by stating, "They use whiting for white lead and fish grease for oil and they will not stand up." This ad. is evidently an echo from the recent hardware convention at Hamilton, where paints were discussed and references, such as contained in this advertisement, were made regarding some of the cheap paint now on the market. There is great variety in the style of advertising now being carried on by retail hardwaremen who are featuring paints, and in future issues HARDWARE AND METAL will reproduce advertisements from various parts of Canada.

What It Costs To Paint

One gallon of our Pure Lead and Oil Paint will cover about one thousand square feet over a good surface. It dries with a hard smooth finish that stands for years.

THERE IS NOTHING LIKE IT

Owing to the high price of lead and oil there are many cheap paints on the market but these cover little over half as much surface. They use whiting for white lead and fish grease for oil and they will not stand up.

BUT THAT ISN'T ALL—It takes five gallons of cheap paint to cover a surface that three gallons of our paint will cover.

This is the way it figures out:

5 gallons of cheap paint at $4.00 a gal. **$20.00**
3 gallons of our paint at $6.00 a gal. **$18.00**

You have saved two dollars and have many times a better job.

The estimate of our company is that you can paint a house 22 x 24ft. x 16 ft. high two coats for about $18.00. If you can do the work yourself, your painting costs will be back to pre-war level. You will have added much to the appearance of your building and put to flight the germs of decay.

We would like very much to supply you with this paint.

OUR LINOLEUM FINISHES

Will add a new wearing surface to your Linoleum. Half pint can 75c.; pint can $1.35.

OUR FLOOR STAINS AND VARNISHES

We firmly believe are the best on this continent. We have cheaper ones, but the best is $1.75 per quart, and worth more. The cheapest is $1.20 per quart, and worth less

Besides quality paints we handle a good line of

GENERAL HARDWARE

and we find a great deal of pleasure in showing you our goods.

SATURDAY SPECIAL—A dollar Broom for 70c.. 10c. Toilet Papar for 6c.

THE OLD RELIABLE HARDWARE

F. P. TURNER

PHONE 155

The Luxeberry Painter Says:

"PREVENTION IS BETTER THAN CURE. It costs much less to prevent varnish mistakes than to make them. I never take any chances. I always use Berry Brothers' Varnishes, Enamels and Stains because they enable me to guarantee handsome, permanent finishing effects."

It is this high-grade efficiency that makes "Berry" products so safe to recommend and easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 1.—Price tendencies have all been firm over the week, and there is much strength to all staple lines, as well as on specialties.

Linseed oil shows no improvement either as to quantity or price. This is due to the continued shortage of seed. "The situation is no better," sums up the comment of crushers, some of whom are not offering a barrel of oil, and others of whom are conserving what meagre stocks they can command that they may ensure uninterrupted manufacture of paints and specialties on which their trade is dependent. The basis is very firm, and some fully anticipate that there will be no improvement for several weeks. Argentine seed is on the way but is moving so slowly that none can say when it will arrive.

Turpentine continues to be scarce and high, little stock being available. There is a reported scarcity of cooperage, and transportation is difficult. White lead in oil, putty, glass, and all specialties hold steadily firm, but are without definite change of basis this week.

Linseed Oil Scarcer With Improvement Remote

Montreal.

LINSEED OIL.—With congestion of traffic just as acute as it was a week ago, crushers report no improvement in the market conditions. There was a temporary easing in the price of flax, this being of but a few hours' duration, and the market, at this writing, stands at around $5.25 per bushel. Crushers are not, in many cases, quoting for spot delivery. "There are not enough cars to move the perishable goods," said one crusher. "Practically all the cars that can be secured are being used to transport wheat to the seaboard. We do not look for any great improvement until the opening of navigation."

The strike in the Argentine tied things up, too, in February and March, and the effects of this are now manifesting themselves here. It takes time to get the seed forward, and while it might reach points in the States, transportation further, owing to car scarcity, is, and will continue to be , a serious factor. Some crushers want all the seed they can get for their own immediate needs, and are not quoting on spot but for forward April and May delivery are naming a price of around $2.80 per gallon.

	Imp. Gal.
Raw—	
1 to 2 barrels	2 80
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 82½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Cooperage Shortage Keeps Turps. Scarce

Montreal.

TURPENTINE. — The shortage of cooperage for less than car lots of turpentine is said to be a factor in the present shortage of turpentine locally. That is to say, while there are many who can and who do buy turpentine in tank cars, many do not buy in these larger bulk quantities. As a consequence of difficulties that have arisen in getting adequate cooperage it has been an added difficulty in maintaining requisite deliveries. Then again, the strike in coastwise shipping labor circles has curtailed delivery. Altogether the present local situation is one of extreme firmness, with prices tending upward.

Turpentine—	Imp. Gal.	
Single barrels	3 50	3 60
Small lots	3 57	3 67

(Packages extra.)

Everything Points to Big Paint Sales

Montreal.

PAINTS AND SPECIALTIES.—While the manufacturer has, to date, been shipping most orders out against bookings of spring orders, the demands that will come in the way of repeat business are expected to be heavy this spring. Many orders have been received with a deferred shipping date named, and this indicates that the dealer is anticipating a brisk demand from his customers for supplies. The price undertone on all paints and specialties is a steadily firm one, and makers report that there has been no lessening of the difficulties experienced in obtaining raw materials.

Putty is Moving; Glass Active, Too

Montreal.

PUTTY AND GLASS.—Marketing of putty is conducted on a very active basis and the undertone is firm, but the basis holds without change. Jobbers are, at the present time, sending out large quantities in completion of initial spring bookings. It is stated that manufacturers in the States are contemplating the important matter of maintaining the early firing of their plants for an additional three weeks over the ordinary "runs" of the average season. This would be to overtake the demands, which continue to be brisk, with heavy business in prospect. The market undertone is still a very firm one, tendencies being upward rather than of a lowering nature.

PUTTY—	5 ton	1 ton	Less than ton
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.

Glaziers' putty—$1.60 per 100 lbs. advance on above prices.

Terms—2% 15 days, net 60.

Firm Price Pig Lead Strengthens Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices are firmly maintained on white lead in oil, and are likely to be steadily held on the high basis so long as pig lead is scarce and high. The corroders have had no easy time in maintaining stocks, but, as yet, orders have gone forward with fair regularity. For 5-ton lots a price of $19.50 per 100 lbs. obtains on 100 lb. lots; ton lots are quoted $20, and smaller quantities $20.35.

TORONTO

TORONTO, March 31.—The whole paint market throughout is quoted at very firm prices although few changes have been made. The demand for nearly all lines is a heavy one and some shortages are noted. The scarcity of water paints is proving a surprise to many. This is said to be on account of the shortage of whiting. White lead in oil is moving well and a very brisk demand is current for all lines of paint and paint specialties. Putty is moving well although manufacturers are held up considerably for supplies of whiting. Turpentine is scarce locally although Southern receipts are somewhat heavier. Linseed oil continues to sell at a high price and very little seed is in sight.

Varnish and Shellac Prices Unchanged; Firm

Toronto.

VARNISH AND SHELLAC prices, while showing a firm tendency, continue to hold firm. Higher prices would not surprise many, although it is believed that the majority of merchants have this season's stock already on their shelves.

Everybody Likes Glidden Colors

The Glidden line of colors is not a hit-or-miss collection. It offers the widest range of combinations.

Experts in the Glidden plant are constantly experimenting to develop the best possible combinations. Before a color is accepted it must first pass the rigid Glidden test—it must prove itself right in every respect. It must pass tests ten times as difficult as conditions that arise in actual use. Glidden colors are absolutely fast.

The unusually large and appropriate selection of colors in the Glidden line represent a distinct advantage for you. They not only satisfy the exacting demands of your customers, but they stand the test of time. In this way repeat Glidden business is assured you.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

Branches: Montreal and Winnipeg

Glass Prices Firm; Still Remains Unchanged

Toronto.

GLASS.—Plate and window glass is still very scarce although there has been some fair quantities handled. It is the general belief that if glass comes to hand in sufficient quantities a large amount of business will be transacted. Double and single diamond continues to sell at 15 per cent. off the list, while sheet glass cut sizes is 40 per cent. off the list.

Water Paints Scarce; Developed a Shortage

Toronto.

WATER PAINTS.—Many are having difficulty in securing supplies of water paints of nearly all makes and are wondering what is causing such delays to their orders. This is solely attributed to the present shortage of whiting, although labor and other factors are not to be overlooked. Then, too, there is a heavy increased demand for this line, which also has a tendency to lower supplies. In spite of the low stocks and available supplies of raw material. Present prices are unchanged although they are very firmly held. It is believed that when navigation opens up in full swing that this situation will automatically adjust itself.

White Lead in Oil Firm; Pig Lead Still Scarce

Toronto.

WHITE LEAD IN OIL.—Prices on white lead in oil are very firm, although present quotations are unchanged. It is stated that while a fair volume of this commodity is moving that the prospective needs are apparently greater than the present consumption, and some are wondering if the high price has not materially restricted buying. It may be that many merchants stocked heavily during the fall of last year and the early months of the present year, and thus have secured ample stocks at a low figure. However, owing to the scarcity and high price of pig lead and other factors, the present price is firm and no immediate changes are looked for.

Prepared Paint Sales Heavy; Price Unchanged

Toronto.

READY-PREPARED PAINT. — The close approach of spring and incidentally spring house cleaning time has been a great stimulant to the already brisk demand for paint. Many are already beginning to send in sorting orders. The great shortage of houses is also a big factor for increased business, as it is believed that a great many are painting and decorating in view of selling their property to better advantage by having it decorated. The present price is a firm one, and an immediate advance is not expected as it is believed that the majority of merchants have their shelves stocked and will only require sorting shipments to keep up to normal and thus spare the manufacturer the necessity of going into a higher market as large buyers.

Turpentine Prices Firm; Southern Receipts Larger

Toronto.

TURPENTINE remains unchanged although prices are very firm. Southern receipts show slightly higher supplies although it is believed that local stocks are very light. Although future prices on new turpentine undoubtedly will be lower it is believed that the new prices will not be as low as was at first expected, that is according to present indications. It may be that other factors will crop up which would change the present apparent condition, but at present the situation appears that the new crop will bring fairly high figures. The following are the present quotations:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 60
2 to 4 barrel lots	3 59
5 gal. lots	3 75

Putty Prices Firm; Shows Fair Movement

Toronto

PUTTY.—Fair quantities of putty are moving despite the shortage of whiting as well as the diminished stocks of glass, both window and plate. Whiting is the cause of most of the present hardship in the manufacture, it is stated, although it is believed this will soon be remedied when navigation opens up in full swing and other commodities start to move so as to secure plenty of bottoms. The following are the present quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Rosin in Good Demand; Prices Likely to Hold

Toronto

ROSIN.—Prices are firm, stocks are moving well. This is the beginning of the naval stores new year and it is stated that hardly ever was rosin entered into new stock sheets showing such light available supplies. The fine grades of rosin are steady while the red rosin is in great demand and is very likely to hold at the firm and high prices already attained.

Linseed Oil Prices Firm; No Changes This Week

Toronto.

LINSEED OIL continues to hold at a firm figure although no change has been made in the price. Flax quotations have receded slightly but not sufficiently to warrant reduced oil prices, it is stated. Argentine seed is still delayed by the strike in that country and very little of their seed is coming. The following are the present quotations on linseed oil:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Manufacturers Say Paint Orders Should be Shipped Early This Year

MONTREAL.—The paint season promises to be a very active one. The movement has already begun. Manufacturers have been operating to capacity to fill the spring orders that have reached them for the past several months and factory staffs have been augmented to take care of the business and ensure prompt delivery. Night and day shifts have, in many instances, been operating to prevent the accumulation of too many orders. It is to keep pace with these orders that manufacturers have worked overtime, for an accumulation of more business than could be cared for within a reasonable time would mean disappointment to the retail dealers.

What Delay Will Mean

In discussing the situation with a Montreal manufacturer he impressed upon HARDWARE AND METAL that it would be necessary for the hardware trade to anticipate their needs and ask for deliveries as soon as possible. "Many are ordering, for instance, 'to be shipped April 15, May 1 or 15,' and so on. This will not be satisfactory, for with conditions such as they are the manufacturer cannot pile up orders for future delivery and then give prompt shipment. If the dealer wants certain goods he should order them now and get them as soon as possible; if he delays he will probably be disappointed. It is just as much in his interests as ours to get his goods shipped. Dealers who say 'ship promptly' will have deliveries made."

HARDWARE AND METAL understands that much of the production of paints, specialties and even of white lead in oil and putty, has gone forward to the trade as soon as produced, and that the surplus laid aside has not been large. As a consequence it would seem that the foregoing advice is sound.

In this day of sharp, close competition it is only those who fling the weight of their whole lives into their vocation who can succeed in any marked, individual way. A half-hearted or indifferent purpose produces only half-hearted results.

Agate Floor Varnish

A Real Surface Saver

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

All Canadian Manufacturers of Paints and Varnishes for 78 years

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT:
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT:
The McDonald Baker Co., 818 8th Ave. W., Calgary

Jas. Simmonds Ltd., Halifax, N. S.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk.	Lesmok	Smkless.
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION
Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.....	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base sue to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz............$17 50
No. 2, doz........... 20 00
No. 3, doz........... 22 50
No. 4, doz........... 24 50
No. 5, doz........... 27 00
No. 6, doz........... 30 00

BABBITT
Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)
No. 1 x 40, lb.............. $4 00
No. 2 x 50, lb.............. 5 00
No. 3 x 60, lb.............. 7 50
No. 4 x 100, lb............. 10 00
F.O.B. Montreal, Toronto.

BELTING (Leather)
Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $3.25.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.
Discounts being revised and jobbers' prices now higher.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1—18 x 24	9 80	10 80
2—18 x 28	11 00	12 65
3—20 x 30	12 60	13 75

BOARDS, IRONING Dozen
No. 1, Daisy $27 60
No. 10, Daisy 32 00
No. 31, ... 11 00
No. 33 .... 17 00
No. 35 .... 33 00
No. 36 .... 37 00
Perfection 34 50

BOARDS, SKIRT—
No. 11, doz............... 12 60

BOARDS, SLEEVE—
No. 3 dozen..............$ 6 00

BOARDS (Wash) Zinc Doz.
Baby Globe $2 50
Beaver (brass) 8 00
Canada Glass 6 60
Competition Globe (metal)... 4 25
Diamond King (glass) 7 50
Enamel Queen 8 50
Glass Globe 7 50
Improved Globe 5 40
Jubilee 6 05
Neptune 5 15
Newmarket King 6 05
Original Globe 5 90
Pony 2 50
Royal Globe 5 40
Solid Back Globe 5 90
Standard Globe 5 15
Surprise 3 50
Supreme Zinc 5 15
Western King (enamel) 8 50
F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)
30-gal., extra heavy $14 00
30-gal., standard 12 00

BOLTS AND NUTS
Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($2 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 65%. Tire Bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX
Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base
Sheets, 24 gauge and heavier, base $0 37
Rods, base ½ to 1 in., round 0 35
Tubing, seamless, base 0 43
F.O.B. Montreal and Toronto.

BROOMS Doz.
No. 5, 4 strings $13 50
No. 5, standard 8 90
Little Beauty 10 75
Royal Blue 16 10
Less regular jobbers' discount.

BUTTS Wrought Steel:—
No. 840 ....add 20%
No. 800 ....add 25%
No. 838 ....add 5%
No. 808 ....add 10%
No. 804 ....add 5%
Nos. 802, 842, 844.........add 25%
Uo. 810 ....add 55%
No. 814 ....add 60%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS
For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT
Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.
Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS Dozen
Step ladder $33 00
Step ladder stools 18 00

CHOPPERS, FOOD
Universal—Dozen: No. 0, $22.30; No. 1, $28; No. 2, $33.75; No. 3, $44.75.
Russwin—Dozen: No. 0, $24.60; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS
List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross
Satinette $24 00
Nu-Way 21 00

CLIPPERS, HORSE
New Market, $3.50 per pair.

CLOCKS—ALARM—
Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each........ 1 60
Lookout 2 00
Sleepmeter 2 16

CLOTHES BARS AND DRIERS Per Doz.
Leader Clothes Dryers $10 85
Clothes Bars, No. 1 .... 14 10
No. 2 .... 19 00
No. 3 .... 14 40
No. 4 .... 13 00
No. 5 .... 15 00
No. 6 .... 17 00

CLOTHES HORSES, Etc.

	Folding	Extension
4 ft.	$10 75	$21 50
5 ft.	13 50	27 00
6 ft.	16 50	33 00

CLOTHES LINES (Galvanized)
No. Per 1,000 ft.
17—7-strand, 100 ft. lengths.. $6 25
17—7-strand, 50 ft. lengths.. 7 00
18—6-strand, 100 ft. lengths.. 5 60
18—6-strand, 50 ft. lengths.. 5 25
19—6-strand, 100 ft. lengths.. 4 50
19—6-strand, 50 ft. lengths.. 5 00
F.O.B. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in. ....,	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.
Cow ties, net list; trace chains, list; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs. F.O.B. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.
No. 111 ....$1 65
No. 121 .... 2 10
No. 127 .... 2 40

CATTLE
98 ....$2 15
100 .... 3 00
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 39
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 43
Plain Tinned, 16 oz. and heavier, lb. ...	0 45	0 47
Polished and Tinned, 16 oz. and heavier, lb.	0 50	0 52
Tubing, lb.	0 46	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING
Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)
No. 6, lb. $1 04
No. 7, lb. 1 03
Nos. 8, 9, 10, 12........... 1 02
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz............ $34 80
2 ft. 10 in., doz........... 35.40
3 ft. x 7, doz.............. 36.00
F.o.b. Toronto.

DRILLS—
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank.
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.....	.45	⅝.........	1.30
3/16......	.50	21/32......	1.40
7/32......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32......	.65	¾.........	1.70
5/16......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

CANADA CYCLE & MOTOR CO. LIMITED · C·C·M · WESTON · CANADA

A Safe and Profitable Business

75% of the bicycles sold to-day are for **utility** purposes.

This means that the bicycle business is established on a sound, permanent foundation.

It is a safe and profitable business. If you have been selling just a few bicycles each year, we advise you to carry a good stock of C. C. M. models and go after business in earnest this season. From all indications 1920 will be a big year for

C·C·M· Bicycles

Cleveland—Red Bird—Columbia—Massey—Perfect—Gendron and Ivanhoe

All C. C. M. Bicycles are equipped with the Hercules Brake—with its **new** Positive Drive Clutch. C. C. M.'s have the features that sell.

The Canada Cycle & Motor Co., Limited

Montreal Toronto WESTON, ONT. Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, 5%; Malleable bushings, 17½%; cast bushings, 17½%; unions, 35%; flanged unions, 2½%; pound goods, add 25%; plugs, 15% off list.

Class—	Black	Galv.
A	0 65	0 80
B		0 38
C	0 19	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%.
Standard couplings, 4-in. and under, 30%.
4½-in. and larger, 10%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$24 00
Do., 9-16 in.	36 00
Jute, 7-16 in.	18 60
Do., 9-16 in.	31 80

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	10 00
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 00	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50
Canadian Beauty Electric Irons—New Style, each	6 44
Hotpoint Domestic Electric Irons, each	5 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 35
Crescent	0 30
Household	0 26
Faultless, 4 to 10 ft. only	0 35
Ontario, 4 to 10 ft. only	0 32
Shelf Lock, 4 to 8 ft. only	0 27
Gardner, No. 1	0 24
Do., No. 2, bolted	0 27
Dominion, No. 3	0 28
Do., No. 4, bolted	0 31

Single and Fruit Picking
10 ft. to 16 ft. .... 24c ft.
18 ft. to 20 ft. .... 25c ft.
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders		Per ft.
20 to 32 ft.	$ 0 26	$0 27
36 to 40 ft.	0 28	0 30
44 ft.	0 30	0 33
Over 44 ft.	0 42	0 40
Special quality, 20 to 40 ft.		0 35
Three section extension		0 35

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

		Dozen
Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby $4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 60
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	115 50
Low pressure water motor asher, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.00

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net	
Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, $5.70 base; Toronto, Hamilton, Milton, $5.70 base.
F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, $6.00 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, f.o.b. London, 60%.

NAILS, CUT

London, $7.00 base; Toronto, $6.75
Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.
London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.

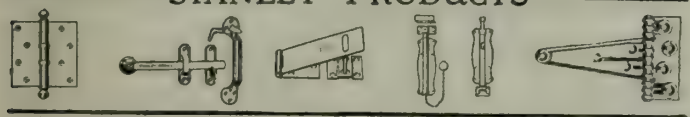
To better know
The STANLEY WORKS
PRODUCTS

New Stanley Garage Hardware Catalog

EVERYTHING that would interest the prospective garage builder is carefully explained and illustrated.

If you have not already received a copy ask for B50 and the catalog will be gladly sent.

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

Defies Destruction

The Bristles in the

SIMMS PAINT BRUSHES

are set in by a unique and exclusive process which has been developed by the expenditure of a large amount of money, and genuine hard work.

The setting is as strong as adamant, and cannot be destroyed.

This brush can be used for years in all kinds of paints, varnishes, oils, hot water, paint removers, etc., and never release a single bristle.

TRADE SIMMS SET IN RUBBER MARK

is the brush your painter customer wants. Stock it for him, and get his trade and appreciation.

For your general trade, we have the following line of high quality products—

BROOMS
WHISK BROOMS
LATHER BRUSHES
SHOE BRUSHES
STOVE BRUSHES
SCRUBBING BRUSHES

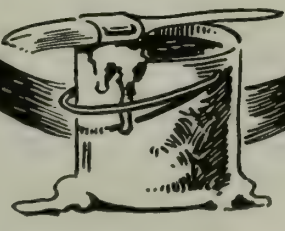
Communicate with our nearest branch, for prices, etc.

T. S. SIMMS & CO., LTD.

Makers of Better Brushes and Brooms for 54 Years

HEAD OFFICE, ST. JOHN, N.B.

Montreal Toronto London



NAILS (HORSE)

C Brand

Size	
Capewell—	Per 100 lbs.
No. 5	$24 00
No. 6	23 00
No. 7	22 00
No. 8	21 00
Nos. 9 to 12	20 00

Discount, 10%

"M.R.M." BRAND

Net Price List

No.	Lengths	Per box of 25 lbs.
3	6⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mess and 22 ga. wire.

24 inch...	$16 50	36 inch...	$24 00
30 inch...	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM

Best (American)	$22 00
Clipper (spun)	22 00
Clipper (unspun)	20 50
U.S. Navy (spun)	21 50
U.S. Navy (unspun)	.....
Plumbers (spun)	12 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20
Black oil (winter)	0 20½
Imperial Kerosene tractor	1 25
Capital cylinder	0 82
Machine oil, regular grades	0 47
Standard gas engine oil...	0 51½
Paraffine	0 27

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list..	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 15
Fuel oil tank cars, net	0 13

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$4 60
3 Hoop	4 85
Stable	7 65

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$23 00
2-lb. pkgs., gross	44 00
In barrels, 250 lbs., lb.	0 13
Barrels of 5 lbs. cotton bags lb.	0 14
In kegs, 125 lbs., lb.	0 15
In 50-lb. boxes, lb.	0 17
In 25-lb. boxes, lb.	0 18

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
6 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$ 6 00	$ 8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	....
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

Standard Lapweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	10 00
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$14 30
Triumph, doz.	12 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Ordinary, 52 sheets..	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont.
	Per box	
IC, 20x28 112 sheets.	....	24 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28, 112 sheets.	....	32 00
IXXX, 20x 28 56 sheets.	....	17 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $22 50

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1 ply	$2 25
Everlastic, 2 ply	2 65
Everlastic, 3 ply	3 05
Panamoid, 1 ply	2 10
Panamoid, 2 ply	2 45
Panamoid, 3 ply	2 80
Red Star Ready Roofing, 2-ply	2 00
Do., 3-ply	2 35
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 93
Do., 5-32 in.	0 92
Do., 3-16 in.	0 89
¼-in. and up	0 88

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263, 50 ft. Challenge, Steel	$4 90
103, 50 ft. Reliable Jr., Steel	4 95
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 95
603, 50 ft., Metallic	3 45
604, 66 ft.	3 85
403, 50 ft., Linen	2 40
	Dozen
713, 50 ft., Ass Skin	7 25
714, 66 ft., Ass Skin	8 65
143, 3 feet, Steel Pocket	7 50
145, 5 ft., Steel Pocket	10 20
175, 5 ft., Linen Pocket	5 85
165, 5 ft., Cotton Pocket	1 50

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

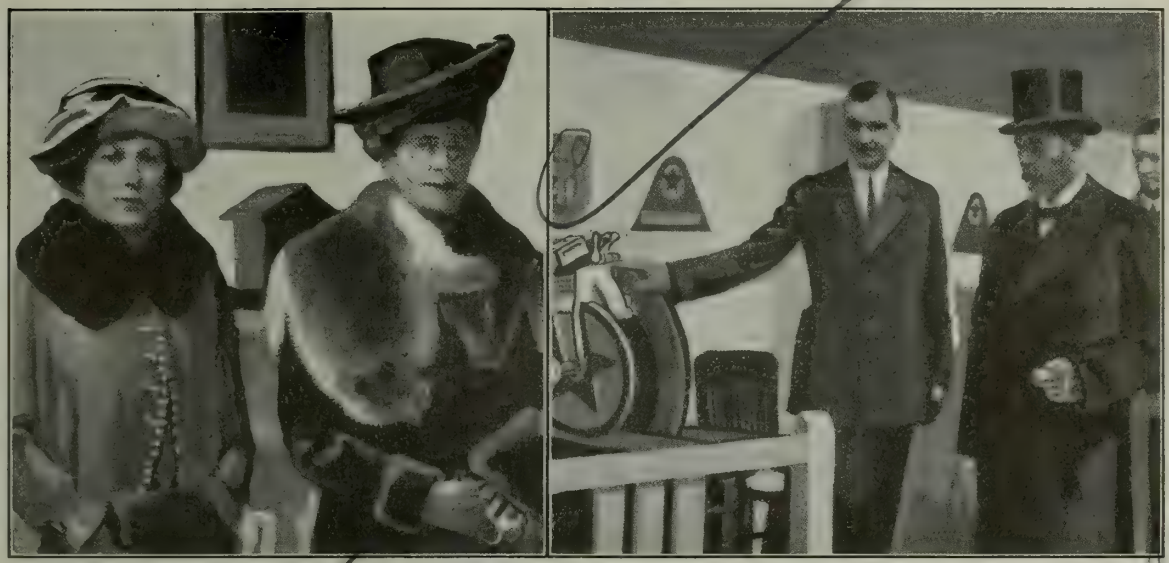
Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 30
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20



The King Inspects BT Washers

This is a recent photo of our manager in London, England, Mr. R. B. Stewart. He has been connected with Beatty Bros., Limited, for many years. During the war he entered the Royal Air Force, and when the armistice was declared, stayed in England to manage our branch there. He has met with splendid success, showing that the people of the Old Land appreciate good washing machines as much as we do. Mr. Stewart is shown in the upper photograph demonstrating the BT Red Star Washer to H.M. the King at the Ideal Homes Exhibition in London, England.

Canadian hardware dealers will be interested in the photograph shown above.

BT Time Saver and Red Star Washing Machines were shown recently at the big Ideal Homes Exhibition in London, England.

Our photograph (originally published in one of the big London papers) shows H. M. The King inspecting the Red Star Washer and our Manager at London, England, Mr. R. B. Stewart, demonstrating the working parts of the machine.

Mr. Stewart tells us that the King was most pleased to learn that these washers were made in Canada.

BT Washers are now known well in many foreign Countries. They are all Canadian; a product of Canadian brains and Canadian workmen. In handling BT Washers the Hardware Dealer can feel that he is handling a product with an international reputation.

BEATTY BROS. LIMITED

Winnipeg **Fergus, Ont.** **London, Ont.** **Vancouver**
Edmonton **St. John, N.B.** **Montreal** **London, Eng.**

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $14 00
1 loop 13 50
2 loops 13 00
3 loops 11 85

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	.	9 35
18 and 20 ga..	10 10	....

F.O.b. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M. $12 50
S.M.P., per M. 27 50

STANDS, WASHTUB—

Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)

Kegs 7 10

STOVES

Oil Burning Cooking List each

Perfection No. 32, 2-burner..$22 00

STRETCHERS, CURTAIN—

Star, No. 1, doz............ 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE

Hercules, doz. $2 60
Sampson, doz. 7 50

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

TACKS Discount

Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	45	45	45
Draining Tools	45	45	..
Hollow Back Scoops	45	..	45
Sand Shovels	45	..	45
Hollow Back Shovels	45	.	45
Hollow Back Coal Shovels	45	.	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$26.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	38.00
Sand Shovels, No. 2, black.........	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

Perfection No. 33, 3-burner.. 27 00
Perfection No. 34, 4-burner.. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net.......... 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. List

No. 525, each $7 50
No. 530, each 8 50
No. 630, each 11 50
Discount 30% off list.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	16 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $24 00
No. 1, per dozen 21 00
No. 2, per dozen 19 00
No. 3, per dozen 16 00
F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.....$0 94½-0 95
Cones, 3-ply, lb............. 0 91
Do., 4-ply, lb............. 0 95

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 5%
F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves......add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list. plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.00; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 40% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$4.20	$4.20	$5.00
Section, ½lb., per 100 lbs....	4.75	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3.50	3.50	3.10-4.00

WHEELBARROWS

Navvy, steel wheel, doz......$63 00
Garden Steel, doz........... 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 75
Bright base 5 75
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E......... 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 108 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

1920 Business Now Being Booked

Send in Your Orders NOW for Prompt or Future Delivery . .

NEVER-FAIL

OIL

GASOLINE

5-Gallon Cans

The worth-while Can. The one that brings repeat business—no dirt—no waste. A child can operate it. SAFE—STRONG. A universal favorite throughout Canada.

NEVER-FAIL PRODUCTS, LIMITED

HAMILTON, ONT.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	30-32
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs	08-12
White ochre, 100-lb. kegs	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE	Per lb.
English sheet	0 35-0 40
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	53 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$.....	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis	
Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett's Products.

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 10

Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 50
In kegs, about 250 lbs.	0 50½
In 50 lb. and 100 lb. drums	0 51
In 25 lb. drums	0 52
In 1-lb. packets	0 54
In ½ lb. packets	0 56

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$14 00
Less, per lb.	0 16

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	[illegible]
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins. $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 98
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	$3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

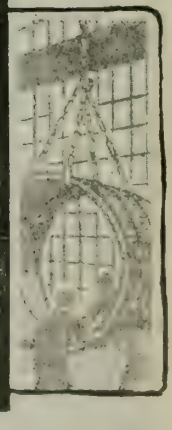
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless,$7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga, $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	6 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour 45%

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	65 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.50 base, over 2-in and including 3-in., $6.25 base. Round over 3-in. to 6-in., $6.75 base. Round and square, 3/16, ¼ and 5/16-in., $6.50 base. Swedish iron, $8.00; sleighshoe steel, $6.00; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 888	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, per case, 8 doz., $9.10 per doz., $1.25; B, per case 6 doz., $7.80; per doz., $1.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.
Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in	10%
Nipples 4" and under	70%

GALVANIZED WARE
See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in	$18 60	$24 75
26 to 40-in	20 30	24 75
41 to 50 in	21 85	25 00
51 to 60-in	22 85	28 75
61 to 70-in	24 55	30 45

GLASS (Plate)
Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES
Per 100 lbs., $3.75.
Mounted on steel frames, $6.50 to $7.50.

HARVEST TOOLS. 17½%.

HINGES
Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES
Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD
Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common sad iron handles, $1.68 dozen. Mrs. Pott's improved, $2.80 a dozen.

JACKSCREWS
5% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	16 25

LANTERNS
Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD
Decorators' pure, ton lots, $21.25.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 00

NAILS
Wire, f.o.b. Fort William, $6.00 base; Winnipeg, $6.50. Cut. f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in	$6 68
30 in	8 98
36 in	10 50

NUTS
Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs	6 75

OILS
Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 65c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 86	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 08
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 95

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

"The World is Painting Buy Early"

Stephens'

REGISTERED TRADE MARK

Every indication points to the imperative necessity of early buying. Reports from domestic sources and abroad show the certainty of extensive painting throughout the Dominion and the world.

The great revival of building and the completion of vast plans interrupted by the war are but a part of the forces now acting to create a remarkable season for paints and varnishes. Order early.

Ask about a *Stephens* Agency
It's a paying proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar— Doz.

4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20

Liquid Veneer—

4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40

Bon Ton—

¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

Five-lb. assorted boxes, No. 8, 74c; No. 9, 77c; No. 10, 79c.

Copper burrs, No. 8, 66c lb.; No. 10, 72c; No. 12, 77c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 65	$3 20	$3 80
Winner	2 75	3 25	3 90
Comfort	2 90	3 40	4 10
Induroid	3 20	4 00	4 60

ROPE

Sisal, 26¾c base; pure Manila, 40¾c base; British Manila, 32¾c base; lath yarn, 24¾c base; African hemp, 32¾c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.00 flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.00 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.50 base. Round, square, flat, up to and including ¼, ⅜ to 2-in., $6.00 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.25 base; Round over 3-in. to 6-in., $6.75 base. Band steel, $6.00 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheetiron Ware, list plus 46%.
Light Galvanized Pails, plus 52½%.
Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.
Jap. Coal Hods, list plus 62%.
Galvanized Coal Hods, list plus 77%

WASHERS—

Iron, small lots, 60% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.25 Winnipeg, $6.75 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 25
8 inch	1 40
10 inch	1 56
14 inch	2 20
18 inch	3 12
24 inch	4 55
36 inch	8 44
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$4 20	$4 50
No. 2	5 75	6 00

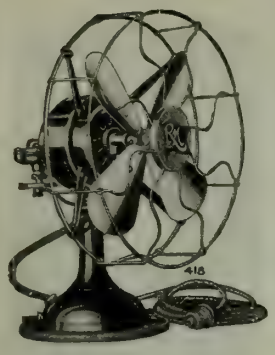
Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal Toronto Winnipeg



ROBBINS & MYERS

OSCILLATING NON-OSCILLATING AND CEILING FANS

FOR RELIABILITY AND LONG LIFE

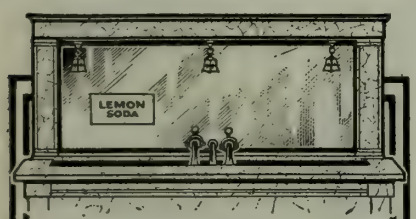
Robbins & Myers fans cannot be surpassed. Every fan is guaranteed by the manufacturer, so you take no chances when you recommend them to your customers.

Made of drawn steel, the frames are stronger than cast iron frames, which are more than twice as heavy.

Quiet in operation, they are as nearly noiseless as a fan can be made. They are ideal for the home, office, hospital, or any place where silent operation is desirable.

Write for 1920 prospectus and book of sales helps.

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG



Arnett Soda Fountains

They're money-makers — the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature

Thomas Lewis Arnett
Souris — Manitoba

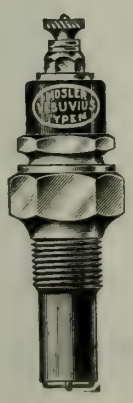
ARNETTIZE YOUR STORE

CASE TIRE TOOL - EASY

Takes off—puts on Clincher Tires quickly New great invention. Also **Case Rim Tool** takes rims off tires. Malleable. Ask any dealer, or send **$4.50** to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

MEHASCO



MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

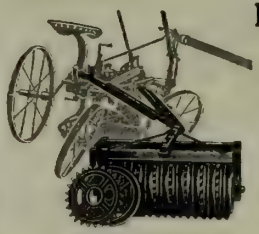
Stee Clad Garages

Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door .28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba—Bissett & Webb, Limited, Winnipeg

British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

ALLEN FLUX

NON-ACID—FOR SOLDERING

Can be depended upon to soder any metal to any metal (including aluminum) and make a strong, smooth joint.

Put up in the form of sticks, liquid, paste and salts.

Order it from your supply house.

Write us for sample—giving your dealer's name.

Bissett & Webb, Ltd., 126 Lombard St., Winnipeg, Canada

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — A — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A"

For holding Spring paint customers for permanent trade—for next year's trade and the year after that—there is nothing like the satisfying, lasting service of Diamond "A" House Paint.

House Paint

Our Guarantee

We hereby guarantee Diamond "A" absolutely Pure House Paint to be made entirely of Pure White Lead, Pure Oxide of Zinc (except such shades as do not contain lead and zinc), Pure Coloring Materials, Pure Linseed Oil, Pure Turpentine Dryer and nothing else and is sold subject to chemical analysis.

For Spring Painting

Kyanize

KY-AN-IZE

FOR FLOORS, ALL WOOD WORK AND MOTOR CARS

Kyanize will make your floors and furniture look like new and a cloth with warm water will keep them looking spick and span. Kyanize is the most durable finish ever made. Can be supplied in clear and eight popular colors.

Kyanize Motor Car Enamels are easy to apply, dry hard in a short time, with a beautiful lustre that lasts. Made by the celebrated Kyanize Process, they color and varnish in one operation. Nine beautiful, permanent colors, also a rich, lustrous black.

Economize with Kyanize.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H. W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Motor Products Ltd., Winnipeg, Man.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
J. D. Adshead Co., Winnipeg.
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winokley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Edgar C Guthard Co., Chicago, Ill.
Gutta Percha & Rubber Ltd., Toronto.
Robert H. Hassler, Ltd., Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Will. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The Prentiss Wabers Stove Co, Grand Rapids, Wis.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Standex Corporation, Chicago, Ill.
The Stanwood Equipment Co., Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Baseball Bats
St. Marys Wood Specialty Co., St Marys, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belt Dressing
Commercial Oil Co., Ltd., Hamilton.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cortland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

JAMIESON'S

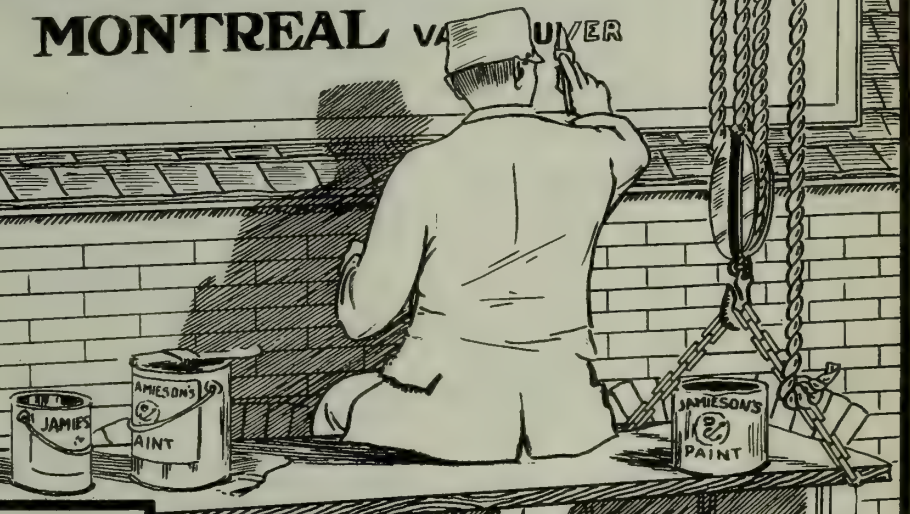
PREPARED PAINTS READY FOR USE

TRADE MARK

R. C. JAMIESON & CO

LIMITED

CALGARY MONTREAL VANCOUVER



Let Crown & Anchor Brand Build Your Business for You

Jamieson's Paints and Varnishes pass the severest tests of science and practical use. For over two years Jamieson Paint has successfully protected the famous Quebec Bridge from various bad weather conditions.

These widely known facts cause it to sell as well as it performs. Write about an agency—it pays

R. C. Jamieson & Co., Limited
Montreal, Canada
Owning and Operating P.D. Dods & Co., Ltd.
Established 1858

HARDWARE

JAMIESON'S PAINTS

THE BUYERS' GUIDE

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co,, Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.
Edgar C Guthard Co., Chicago, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
A. E. Bregent, Ltd., Montreal, Que.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Mfg., Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
The Otterville Mfg. Co., Ltd., Otterville, Ont.
T. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
The Barton Gillette Co., London, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
Albert Martin & Co., London, Eng.

Closets, Sanitary, Chemical
The Wakyte Mfg. Co., Winnipeg

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Some Jazz to This "61" Turnover!

DEALERS tell us "61" in Colors moves *fast.* Frequent turnovers are taken as a matter of course, because for over thirty years good old "61" Floor Varnish has been living up to its reputation as *the* heelproof, marproof, waterproof floor varnish.

On top of this long record of satisfaction, have been added twelve years of high grade national advertising, so that —

When your customers know that you are selling "61" in eight "live," sparkling colors, they just naturally walk away with the goods, and you pocket a nice profit with minimum sales effort.

For 71 years the name Pratt & Lambert has stood for quality varnishes. *You* share this reputation for quality in your community when you stock "61" Floor Varnish.

Write a post card *now* for the details of the very attractive Dealer Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH
for Floors, Furniture and all Woodwork
Made in Natural Wood Stain Colors

THE BUYERS' GUIDE

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., **Hamilton, Ont.**
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, **Ont.**
Megantic Broom Co., Lake **Megantic, Que.**

Coffee Percolators and Urns
Canadian General Electric Co., **Toronto**
Great West Electric Co., Ltd., **Winnipeg, Man**
Landers Frary & Clark, **New Britain, Conn.**

Corrugated Fasteners
Steel Co. of Canada, Ltd., **Hamilton.**
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., **Chatham.**
Burlington Windsor Blanket Co., **Toronto, Ont.**

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., **Toronto, Ont.**

Cotton Gloves
American Pad & Textile Co., **Chatham.**

Coal Chutes
The Economy Foundry Co., **Ltd., Winnipeg, Man.**

Coal Hods
Thos. Davidson Mfg. Co., **Ltd., Montreal, Que.**

Cobblers' Sets
Can. Foundries & Forgings, Ltd., **Brockville, Ont.**
Taylor-Forbes Co., Ltd., **Guelph, Ont.**

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Edward E. Johnson, Inc., St. Paul, Minn.

Coupling, Steel Rod
Edward E. Johnson, Inc., St. Paul, Minn.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coughlin & Co., Montreal

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. McFarlane & Co., Limited, Montreal Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., **Montreal, Que.**

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bowden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal. Que
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal,
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.
Fisher Wilkie Co, Ltd., Sandwich, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co. Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd., Hamilton, Ont.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Campbell Agencies, Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
The Phenix Mfg. Co., Milwaukee, Wis.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
D. J. Ladd & Co., Winnipeg.
Alex McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

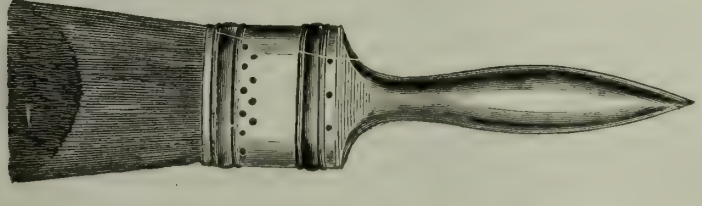
MEAKINS BRUSHES

Meakins Brushes Multiply Business

Meakins Brushes not only sell well and bring good profits, but they actually multiply business through the more than satisfactory service to the consumer.

This quality of pleasing the consumer is based on sound merit. Meakins Brushes are made from selected materials by skilled workmen. The bristles of Meakins Painters' Brushes are securely fastened by our Rubber Set process. A convincing point that closes sales.

Order through your Jobber.



Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver, Pilkington Bros., Calgary, Alta.

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Ltd., Toronto.
B. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stevens & Co., Ltd., Winnipeg.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The American Grinder Mfg. Co., Milwaukee, Wis.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents R.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lewis Bros., Ltd., Montreal.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

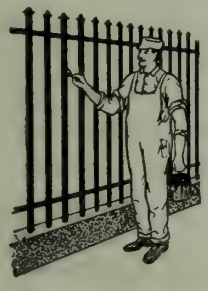
Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell them that you are the man they want to do business with.

Everjet Elastic Carbon Paint



A black carbon paint for industrial purposes. Probably no other paint on the Canadian market has ever enjoyed the same popularity and now fills so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten (10) years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smoke-stacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: Barrels (about 40 gals), ½ Barrels (about 20 gals.), 5 and 10-gallon Cans, and 1-gallon Cans, Lithographed (cases of one dozen).

Everlastic Liquid Roofing Cement

During 1920, we predict an unprecedented demand on dealers for *Roof Repair Materials* due to the extreme scarcity and consequent high cost of Roofing Felts and "Rubber" Roofings.

Everlastic Liquid Roofing Cement is unequalled for resurfacing and renewing the life of all kinds of old or worn-out Prepared or "Rubber" Roofing.

It is sold in all sized packages from 1-pint Cans (as in rolls of our Everlastic Roofing) to Barrels of forty gallons.

Elastigum Plastic Patching Cement

Elastigum is a tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, repairing flashings, relining gutters, stuffing cornices, etc., etc. It is easy to apply and sticks tenaciously to either a wet or dry surface. It is known as the "plastic cement of a thousand uses."

No heating or mixing necessary. Elastigum comes all ready for use, in the following sized packages: 1-lb. Tins (cases of 24 cans), 5-lb. Packages (12 to the case), 25-lb. packages, 100-lb. packages, ½-barrels of about 300 lbs., and barrels of about 600 lbs.

Everlastic "Rubber" Roofing

This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-ply, 2-ply and 3-ply weights in rolls containing 108 sq. ft. Nails and cement are packed with each roll.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

A wonderfully effective destroyer of flies, lice, mites and vermin of all kinds that are the bane of the poultryman, the stock raiser and the farmer.

Creonoid is manufactured from a Carbolic Oil, the source of so many of the wonderful modern remedies. It is thoroughly antiseptic.

Spray the larger animals, and paint or spray all perches, stalls, floors, walls, etc., in hen houses, barns, pig-pens and stables.

When the worry caused by flies or other insects is removed by Creonoid, horses are healthier, hogs fatten more quickly, cows give more milk, and hens lay more eggs.

Creonoid is put up in: 1-Gallon Cans (12 cans to the crate), 5 and 10 Gallon Cans, ½ Barrels and Barrels.

ST. JOHN, N. B. HALIFAX, N. S.
SYDNEY, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Hawks
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Marys Wood Specialty Co., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kempass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Melting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Whitbeck & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

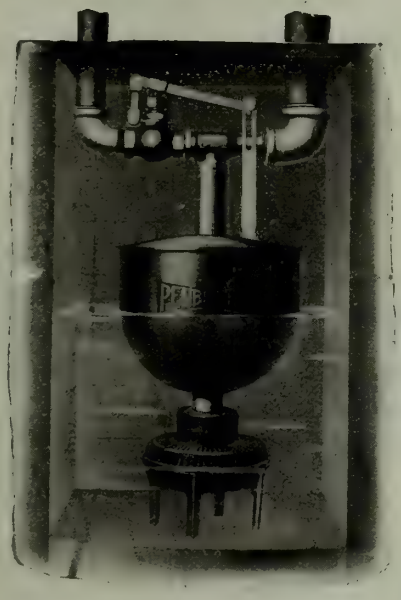
Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

TRADE

PENBERTHY

MARK.



Illustrating Penberthy Cellar Drainer Installed in Pit or Sump.

AUTOMATIC CELLAR DRAINER

ALL WORKING PARTS ABOVE WATER

LOOK OUT

FOR THE SPRING FLOODS!

Keep Your Basements Dry

There is no excuse for flooded basements or cellars when the Penberthy Cellar Drainer will keep them dry and sanitary.

WHAT IT IS FOR AND HOW IT IS OPERATED

A device for transferring liquids from one level to another with water under pressure or steam as power. The name Cellar Drainer is derived from its commonest use, that of pumping water from cellars, but its utility is not necessarily restricted to this usage. The construction of the Penberthy Automatic Cellar Drainer is admirably simple, being a highly efficient ejector or syphon jet to which is attached a quick-opening, float-controlled valve. Nor is there anything complicated about its operation. The Drainer is placed in the sump or place where the water or seepage collects, a line from the city water supply attached at one side and a line leading to your discharge point (sewer, gutter or wherever it may be) to the other side. Then turn on the water and forget it, for as the water rises in the pit the float is raised and when the right height is reached the valve is opened instantly, allowing the city water to flow through the ejector, cause a suction, and carry the sump water with it to the discharge. As the water goes down the float follows and when the low point is reached the valve closes to remain closed until enough water collects to again raise the float, when the whole operation is repeated.

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

THE BUYERS' GUIDE

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Wilts & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Western Wire & Nail Co., London, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
The McClary Mfg. Co., London, Ont.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

TRADE MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

CARTER'S

Merit Made Carter's Genuine Red Lead
The Painter's Favorite

The quality of Carter's Genuine Red Lead is a positive assurance of satisfaction to the painter.
Only the best grades of Canadian pig lead is used in its manufacture. The great care exercised in oxidizing and grinding produces a lead paint with unusual preservative properties.
Carter's Genuine Red Lead is easily applied and when mixed with linseed oil has a covering capacity above the ordinary.

Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge are others of our customer-pleasers.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

MAPLE LEAF SAWS

THE PREMIER

The Premier Leads; others follow
Cresent Ground - Easy Running
Easily Fitted - Racer's Favorite
The Fastest Cutting Saw Made

Repeat Sales assured to every dealer
The Largest ALL CANADIAN Saw Manufacturers

Shurly-Dietrich Co., Ltd.
Ottawa Vancouver Galt

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd.. Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.
Stewart Phonograph Corporation Ltd., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sutinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
B. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Kaithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators for Ford Cars
The Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

" More Holes With Less Regrinding"

MORROW
High Speed and Carbon Twist Drills

"In our plant we find they *do* actually drill more holes with less regrinding. This saves time in the drilling and is a great saving in the actual cost of drilling operations.

A graduated web strengthens the drill just where it is needed in withstanding the severe torsion to which drills are subjected in use.

Our plant has surely found them a direct factor in greater production at lower costs.

In speed, accuracy and duplication of exacting work, Morrow High Speed and Carbon Twist Drills are about perfect.

We have used the Carbon Drills (Sheffield, England, Steel), and have found them worthy of the Morrow trade-mark.

They are all fully warranted, too, which gives confidence to us and to the dealers."

John Morrow
Screw and Nut Company, Limited

INGERSOLL, London, England---7 Hop Exchange, Southwark St., S.E.1. **CANADA**

" Oldest, largest, best equipped plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-finished Nuts."

"Sole Distributors for the Ingersoll File Company's Files."

TRY YOUR JOBBER FIRST

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, T

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreme Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreme Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws, of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Cavehill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont
The Can. Flexible Shaft Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co. Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd. Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinninger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1894 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

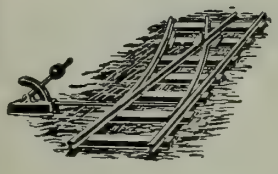
Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavestrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

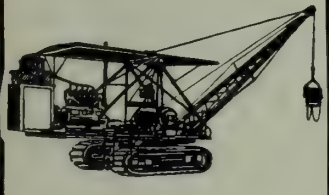
and

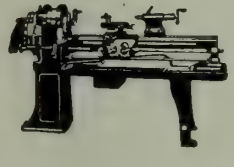
AVAILABLE FOR EXPORT

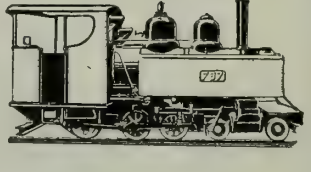
of

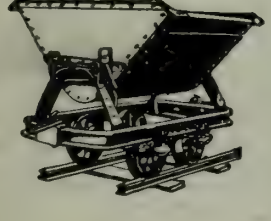
ENGINEERING STORES

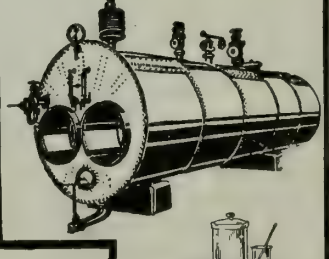
Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.





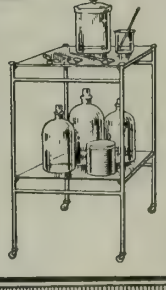






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



THE BUYERS' GUIDE

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
Hingston Smith Arms Co., Ltd., Winnipeg, Man.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Boyd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.
The Prentiss Wabers Stove Co., Grand Rapids, Wis.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Stucco Board
Bishop-ize Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.

Tires and Tubes, Automobile and Motor Tru
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
C. Drew & Co., Kingston, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman Ltd., Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Wakyte Mfg. Co., Winnipeg.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Chemical and Barrel
The Wakyte Mfg. Co., Winnipeg.

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

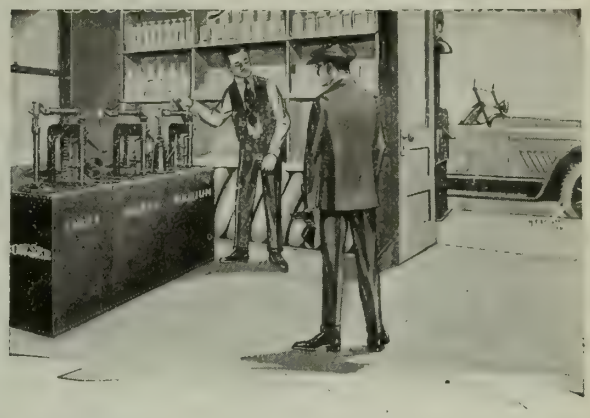
We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

"I Drove 8 Blocks To Buy Oil Here Because You Have A Bowser"



"I used to buy gasoline and oil wherever I happened to be near a supply, and my car was never giving me the same uniform action I desired. Now, since I come here, my motor is running fine."

Such is the story told to countless BOWSER owners.

BOWSER ESTABLISHED 1885 **Storage Systems**

Bring Profitable Trade

Once you have a BOWSER Curb Gasoline Pump installed you begin to get the motorist's trade. The BOWSER Lubricating Oil Storage completes the service.

Then you have Satisfied Trade, Clean, Accurate, Safe and Profitable Business, because BOWSER SYSTEMS bring just such results.

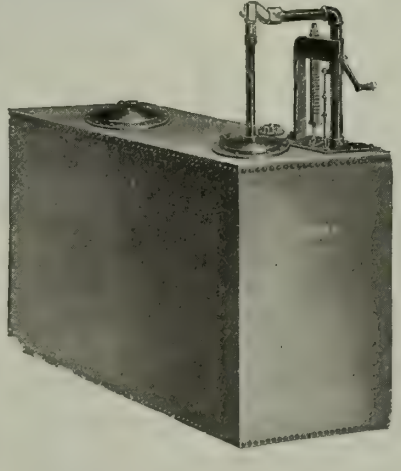


Figure 64
Lubricating Oil Storage For Single Unit or Battery Installation

You will be interested in reading our literature and studying the pictures of actual installations. Write for it.

S. F. Bowser Co., Ltd.

66-68 Fraser Ave., Toronto, Ont.

Branch Offices in 21 Cities of the United States

LONDON 32 Victoria, S.W. 1
PARIS 5 Rue Denis-Poisson
HAVANA Lonja Del Comercio 427
SYDNEY 6 Castlereagh Street

BY INVITATION MEMBER OF

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co of Canada, Ltd., Ford, Ont

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Cane & Sons Co., Ltd., Newmarket, Ont

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dongall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville. Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maxwells Ltd., St. Marys, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Frost King Weather Strip Co., Montreal, Que.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
A. M. Bell & Co., Ltd., Halifax, N.S.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Lewis Bros., Ltd., Montreal.
A. Prudhomme & Fils, Ltd., Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield., Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Guthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal.

TENTS

FOR THE RETAIL HARDWARE MERCHANTS

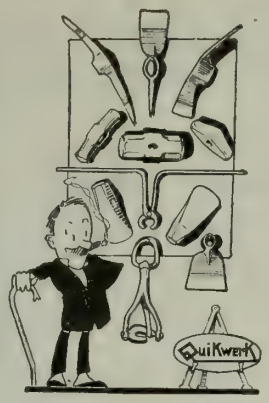
Canada's Largest Tent Manufacturers

COMPLETE CAMP OUTFITS

WOODS MANUFACTURING COY. LIMITED

OTTAWA

MONTREAL TORONTO WINNIPEG



Just a Few Tools

We make a lot more—but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.

234 Griswold St.

WARREN : OHIO

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes

¼ inch to 3 inch

Also

Metal Stamping for Manufacturers

WALTER H. WICKWARE

53 Booth St.

OTTAWA CANADA

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited

PETERBOROUGH, ONT.

Standard Tube & Fence Co., Ltd.

Manufacturers of

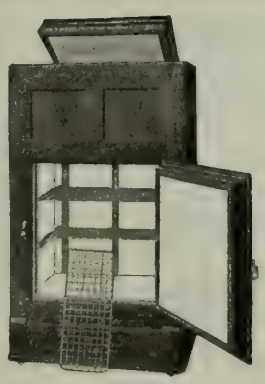
STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.

Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO



PARIS

REFRIGERATORS

SCREEN DOORS

WINDOW SCREENS

COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, McKinnon Building

TORONTO, ONT.

G. Brodie Breeze & Co.

GOLF CLUB MAKERS

182 Trongate - - GLASGOW

ESTABLISHED 1888

Everything for Golf

GOLF CLUBS, BAGS, BALLS, Etc.

BEST HICKORY SHAFTS

PERSIMMON AND BEECH TURNED HEADS

ALL PROFESSIONALS' SUPPLIES

Assure Sales by Stocking

Maple Leaf Belt Dressing

—increases the life and efficiency of the belt, eliminates slipping. That's why you have good sales with it.

Dominion Belting Company, Limited

Hamilton Canada

CRANE VALVES

CRANE

LIMITED

HEAD OFFICE & WORKS

1280 ST. PATRICK ST

MONTREAL

BRANCHES: Vancouver, Calgary, Winnipeg, Toronto.

BETTER THAN ANY OTHER SERVICE

Our carrier system and service are as good as we say they are. We say that together they beat any other service, and soon save the investment.

By them the merchant can perform more functions, and with a greater degree of dispatch and certainty than can be accomplished by any other system, all of which means that more customers can be better served without increasing your staff of salesmen. Our circular, for the asking, explains a great deal.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals

Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment.***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street
Hamilton, Ont.

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

Do You Sell or "Take Orders?"

A certain dealer had a steady customer who bought his Gargoyle Mobiloils by the quart. One day this man asked if there were not some more convenient way of buying than by frequent trips to the dealer's.

This was the dealer's chance and it was an easy matter to convince this customer of the advantages of buying Gargoyle Mobiloils in packages.

That evening the dealer put some one- and four-gallon cans of all grades of Gargoyle Mobiloils into his car and called on some car owners. Many sales resulted, because the owners were quick to see the advantages of buying their Gargoyle Mobiloils in sealed cans, and appreciated the convenience of having the cans delivered to them. The first evening's work was the beginning of a steadily increasing business for that dealer. And it opened the way to many sales of barrels and half-barrels.

Have you considered the advantages of selling Gargoyle Mobiloils in this way?

Thousands of Hardware Dealers are Making Real Profits Pushing Gargoyle Mobiloils

GARGOYLE

Mobiloils

A grade for each type of motor

Write for Prices and Descriptions of the Complete Line of Gargoyle Mobiloils

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & CREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

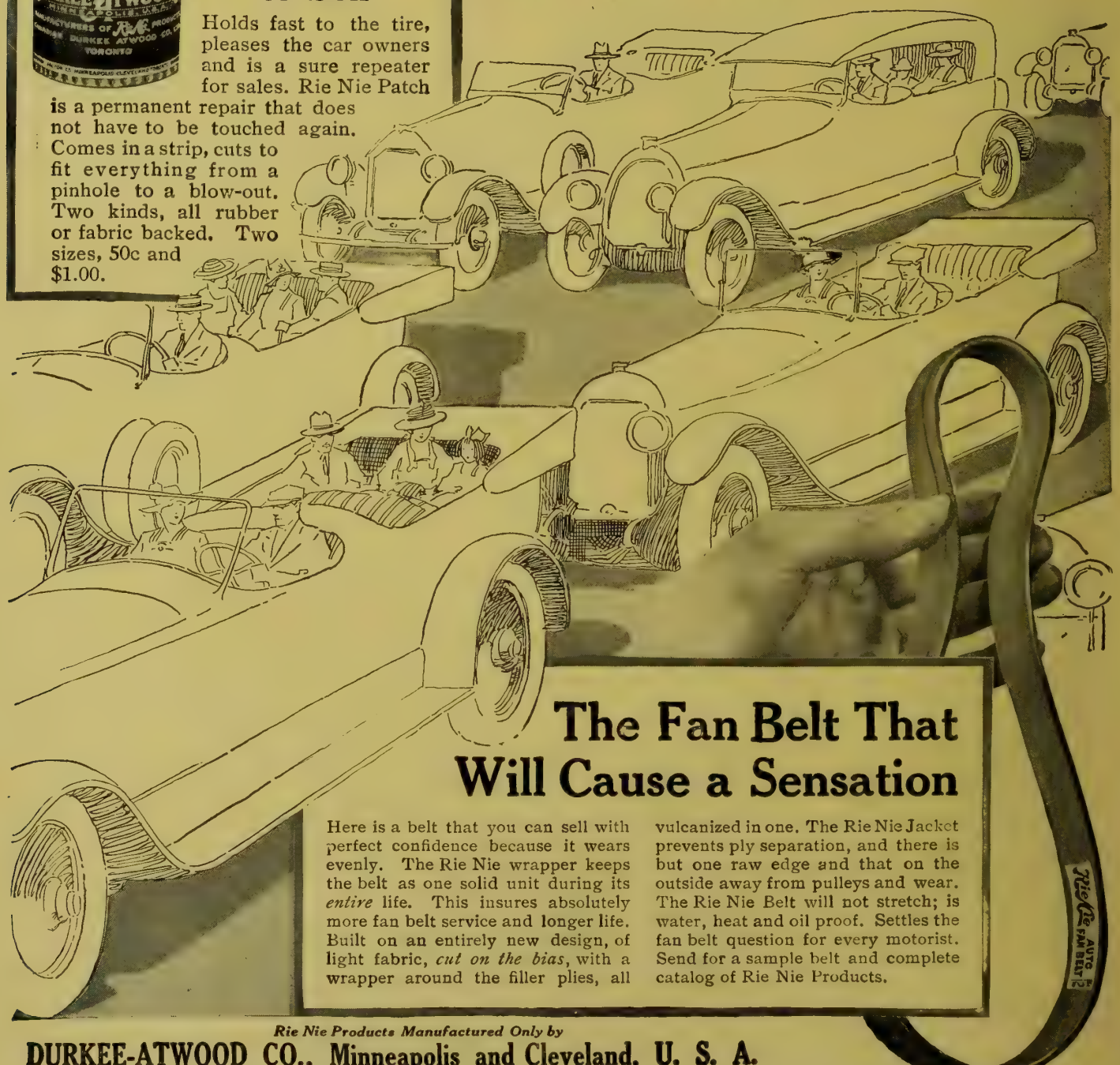
Rie Nie

Trade Mark Reg.

AUTOMOTIVE PRODUCTS

A Real Patch to Sell

Holds fast to the tire, pleases the car owners and is a sure repeater for sales. Rie Nie Patch is a permanent repair that does not have to be touched again. Comes in a strip, cuts to fit everything from a pinhole to a blow-out. Two kinds, all rubber or fabric backed. Two sizes, 50c and $1.00.



The Fan Belt That Will Cause a Sensation

Here is a belt that you can sell with perfect confidence because it wears evenly. The Rie Nie wrapper keeps the belt as one solid unit during its *entire* life. This insures absolutely more fan belt service and longer life. Built on an entirely new design, of light fabric, *cut on the bias*, with a wrapper around the filler plies, all vulcanized in one. The Rie Nie Jacket prevents ply separation, and there is but one raw edge and that on the outside away from pulleys and wear. The Rie Nie Belt will not stretch; is water, heat and oil proof. Settles the fan belt question for every motorist. Send for a sample belt and complete catalog of Rie Nie Products.

Rie Nie Products Manufactured Only by

DURKEE-ATWOOD CO., Minneapolis and Cleveland, U. S. A.

In Canada—Canadian Durkee-Atwood Co., Ltd., Toronto

NEW RAJAH PRICES
SPARK PLUGS

The Rajah Auto Supply Company assumes the difference in exchange.

Further information covering new price schedule on request.

½" Standard
For all motors using regular ½" plugs.
$1.25

½" No. 2.
Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug **$1.25**

½" Long
Reo,
also old Models Overland, Winton, etc.
$1.25.

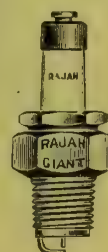
Metric Standard
Pierce Arrow including 1915 Essex, etc.
$1.25.

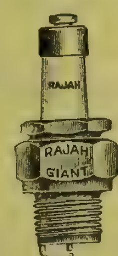
Special Metric
White-Simplex Pierce Arrow including 1915, Essex, etc. Foreign Cars.
$1.50

⅞-18
Standard
For all motors using regular ⅞-18 plug.
$1.25

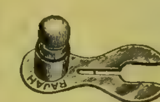
⅞-18 No. 2
With longer body than ⅞-18 Standard for convenient use in Chandler, White and other cars of similar construction.
$1.25.

⅞-18 Long
For Buick, Chalmers, Oakland 34B, Oldsmobile 6 Cyl.
Nash up to 1919.
Premier. Winton, Dodge and motors requiring longer firing point than ¾-18 Standard.
$1.25





½" **⅞-18 Giant**
Also ⅞-18 Long and ⅞-18 Extra Long —firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marines and stationary engines.
Exclusive equipment Advance-Rumely Tractors. $1.25 each.



Thumb Nut
With all Rajah plugs unless otherwise ordered.

Ball
For Chevrolet, Franklin, Locomobile, Willys-Knight, etc.

Stud
For Buick, etc. Also made with Curved Clip same as Ball Terminal.

Terminals purchased separately, 10c each.

STANDARD RAJAH PORCELAINS
For ½" Metric and ⅞-18.
Long Wire for ½" No. 2, ½" Long, ⅞-18 No. 2 and ⅞-18 Long.
Special Long Wire 1 3-16" for Special.
60c each.

GIANT RAJAH PORCELAINS
For ½" and ⅞-18.
Long Wire for ⅞-18 Long.
Special Long Wire 1 7-16" for ⅞-18. Extra Long.
70c each.

The New WATERPROOF RAJAH PLUG

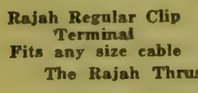
Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

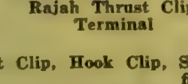
Used extensively during the war in aviation.

Specially recommended for Unprotected Motors—Marine Tractor, Stationary, Airplane.

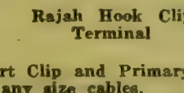
Price, Plug, $1.75. **Price, Porcelain, 60c.**



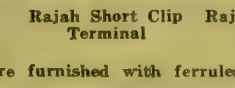
Rajah Regular Clip Terminal
Fits any size cable



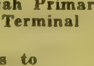
Rajah Thrust Clip Terminal



Rajah Hook Clip Terminal



Rajah Short Clip Terminal



Rajah Primary Terminal

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables.

Box Assortment Rajah Terminals
A very attractive silent salesman

Representatives for Canada:

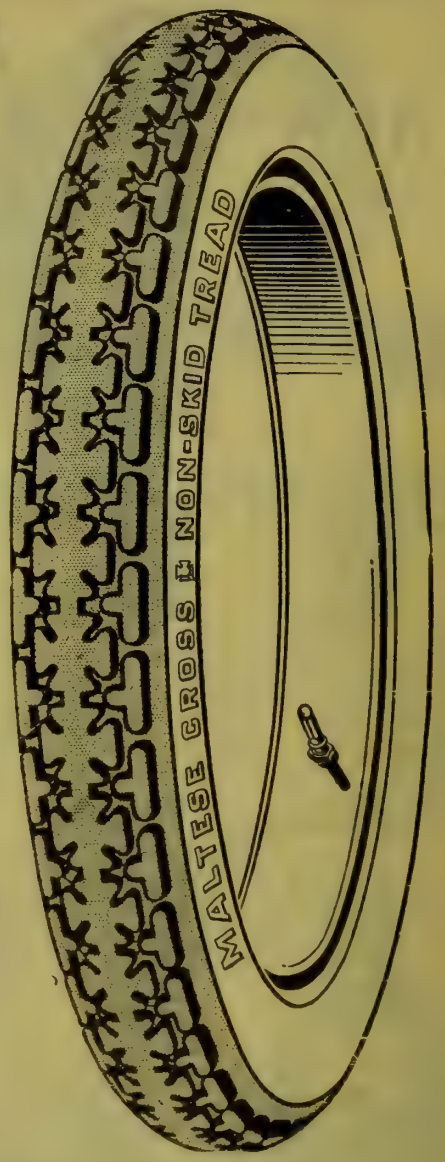
THE JOHN BERTRAM & SONS COMPANY, LIMITED, Dundas, Ont.

MANUFACTURED BY

RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N. J.

Tear this out and file for reference.

They Justify Their Popularity



Here is a bit of tire experience told by a Toronto motorist in his own words:—

"Last October I was persuaded—and none too easily—by my garageman to buy two Maltese Cross Tires. These were put on immediately. Early in November chains were put on and were never taken off. The car was on the road every day. This month, March, 1920, I was selling the good old bus to get a larger car and the prospective purchaser asked to have an expert report on it. After summing up the mechanical parts, the expert said: 'I see you have new tires.' With all the ice and snow and the continuous use of chains the tread of the tires was undamaged—there were not even the marks of the chains.

"My new car came equipped with ——— Tires, but just as soon as they wear out or come off—GUTTA PERCHA TIRES GO ON FOR KEEPS."

GUTTA PERCHA TIRES

That is the way thousands of motorists feel toward Gutta Percha Tires. Wide-awake Hardware Dealers are keeping Gutta Percha Tires well displayed to let cautious motorists know where they can get "The Tires that Give Satisfaction."

Buying time is here, Mr. Hardware Dealer! **HAVE YOU ALL SIZES?**

Gutta Percha & Rubber, Limited

HEAD OFFICES AND FACTORY, TORONTO

BRANCHES: HALIFAX, MONTREAL, OTTAWA, FORT WILLIAM, WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE, VANCOUVER, VICTORIA

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

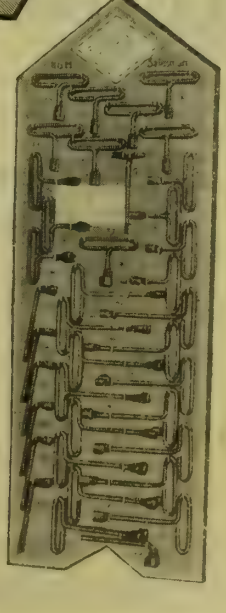
BY INVITATION MEMBER OF
NEW YORK U.S.A.

Leadership in the manufacture of tool equipment has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and service.

Illustrated here are No. 4 Garage Set of Open-End Wrenches, with one opening of each wrench fitting U.S. Standard Bolts and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions; also solid handle All Steel Socket Wrenches, Speed Brace, and Offset; and K-9 Adjustable Wrench.

Mossberg No. 600 Salesmen of All Steel Tools for Fords, and No. H. Salesman which contains a large assortment of All Steel Indestructible Socket Wrenches with large variety of sizes and fittings.

Send for complete 1920 catalogue and price list.



FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office:
149 Victoria St., Toronto
Phone: Main 1239

Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'
England's Most Durable Plug

More than 50,000 Contented Canadian Motorists Ride on Royal Oak Tires

Now, the most significant thing about this is not the number, gratifying as that is, but in the fact that it has been attained largely through the recommendation of one friend to another. A product in reality could have no greater indication of merit than this, that its users should go out of their way to speak well of it. In this condition you have at once, we believe the secret of the sterling worth and steadily increasing popularity of Royal Oak Tires.

Don't you think that a tire which has such a sale and such a reputation is quite good enough for you to handle? It costs only a three-cent stamp for information, and we believe our special proposition will interest you.

Oak Tire and Rubber Co., Limited

19 Dundas Street East, TORONTO

Factory : Oakville, Ontario, Canada
Winnipeg Branch : 120 Lombard Street
Montreal Branch : 342 St. James Street

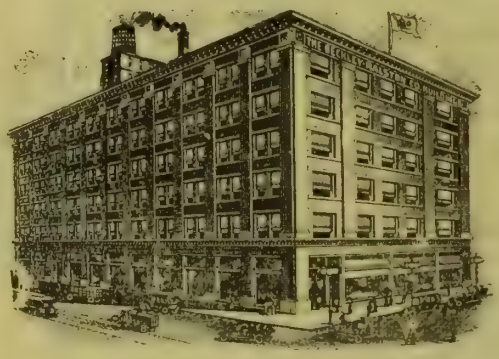
Dealers build goodwill and far better business selling K. & S. Tires.

—The tire that is giving more than usual service to thousands of well-satisfied users.

We have an advertising and sales plan that renders an individual service to each of our dealers, quite out of the ordinary—write for our proposition—your territory may be open.

K. & S. Tire & Rubber Goods, Limited

Montreal Hamilton Toronto Weston Winnipeg



International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

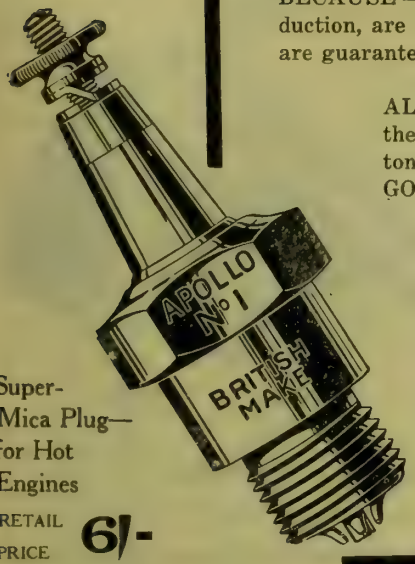
Apollo

—the PLUGS to sell!

BECAUSE — they represent the highest standard of BRITISH plug production, are carefully tested to ensure the highest degree of efficiency, and are guaranteed to give complete satisfaction.

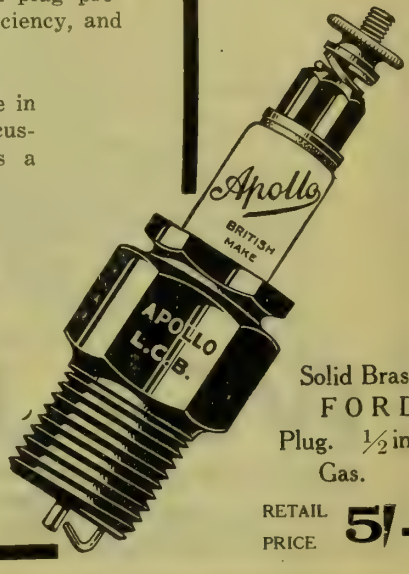
ALSO — there are models to suit every type of engine in the APOLLO range — there's no need to sell your customer an unsuitable plug — and every plug carries a GOOD PROFIT for you.

Decide to concentrate on APOLLO PLUGS and you will do good business. We can give prompt deliveries of all models — write us for full particulars and supply of Showcards, Posters and Advertising Literature, NOW.



Super-Mica Plug—for Hot Engines

RETAIL PRICE **6/-**



Solid Brass FORD Plug. ½ in. Gas.

RETAIL PRICE **5/-**

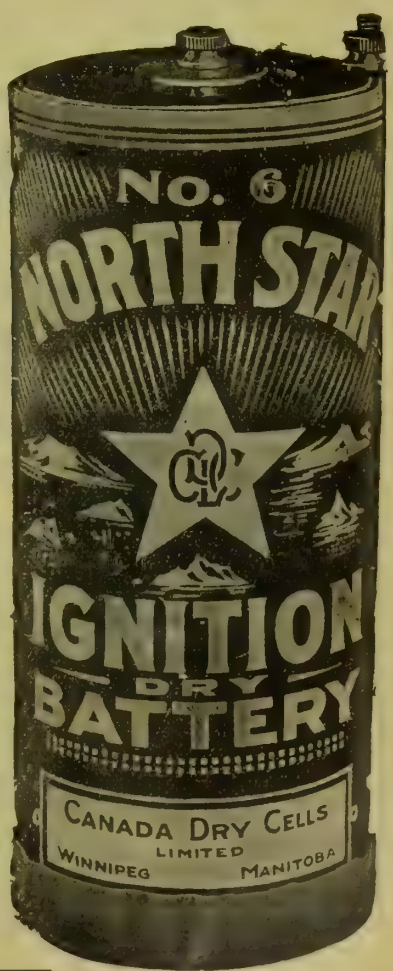
APOLLO PLUG MFG. Co. Ltd.
Moseley Street, Birmingham, Eng.
'Grams : "Apollo Birmingham." Phone : Midland 278
Codes : A.B.C. 4th Western Union

East or West the North Star is the biggest battery value.

More Value To User and Dealer

North Star service reflects itself in actual sales. The dealer who handles the North Star is always assured of the customer's satisfaction. In addition to the satisfaction of honest service, he reaps a worth while reward in greater profits.

Let the North Star be your guide to bigger battery business.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

Sell the Idea of Self-Protection to Automobile Owners

EVERY man who owns or operates an automobile is an Iver Johnson Revolver prospect.

There comes a time in the life of every man who drives an automobile when the need of a revolver for self-protection is vital. At such times the value of an Iver Johnson is beyond estimate.

Use this fact as a selling argument to automobile owners. Point out the many emergencies that might arise in which a revolver would be sorely needed. Emphasize the safety of the Iver Johnson—thumps, jolts, jars won't discharge it. You can even "Hammer the Hammer."

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

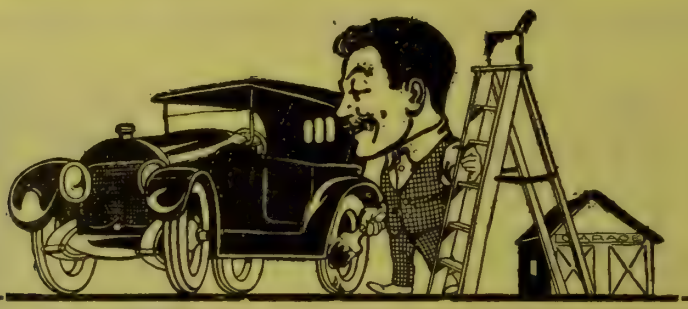
Write for firearms catalog and complete dealer information. Ask for literature on bicycles and motorcycles, too.

32 Caliber Hammerless Regular Grip

IVER JOHNSON'S ARMS & CYCLE WORKS
330 River Street, Fitchburg, Mass.
99 Chambers Street, New York 717 Market Street, San Francisco

"The Safe Revolver to Sell"

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS



Half a Million Prospects

Every car needs repairing sometime or other. Stock a fully guaranteed line of Dyes and Dressings that you can sell with confidence.

Write for catalogue.

BURBANK TOP DRESSING
Light Olive Drab

Redyes light-colored tops, giving nice fresh appearance. Covers all stains and discolorations. Rubberizes and waterproofs.

RE-KNU LINING DYE

Redyes and refinishes the top lining a fast color; covers all stains and discolorations.

For sale at Leading Hardware and Accessory Stores and Garages

Auto Specialties Manufacturing Co., Inc.

Fort Erie, Canada

MAIN OFFICE: 40 Elm St., Buffalo, N.Y. FACTORIES: Buffalo, N.Y., Fort Erie, Canada.

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season. *Write for catalog and Price List.*

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Test Your Tire Pressure Frequently

It is not enough to fill your tires up to the requisite inflation—they must be kept at that inflation. A tire may be below pressure and yet look and feel fully inflated.

Take no chances. Insufficiently inflated tires mean not only rapid destruction of the tires themselves, but wasteful consumption of gasoline. It takes sometimes as much as 25% more gasoline to pull a soft tire over the road.

Measure your tire pressure daily with a SCHRADER UNIVERSAL TIRE PRESSURE GAUGE and be sure.

$1.75 ANYWHERE IN CANADA

A·SCHRADER'S SON INC.

334 King St. E., Toronto, Canada
London, Eng. New York Chicago

TRADE MARK REG'D CANADA

"SCHRADER UNIVERSAL" TIRE PRESSURE GAUGE

K.P. UNIVERSAL RIM TOOL

Te easiest way to remove tires from split rims.
Fits all types of cross-cut, demountable rims in use to-day.
Collapses a rim no matter how badly a tire may be stuck to it.
Holds rim collapsed while tire is being removed or replaced.
Forces the rim back on tire again with the utmost ease and locks the rim in its original position, even in the case of tires which are undersized.

Price $6.00 in Canada.

K. P. PRODUCTS CO., Inc.
250 West 54th St., New York, N.Y.

Sold by

Northern Electric Company
LIMITED

Montreal, Quebec, Toronto, Winnipeg, Calgary, Vancouver, Halifax, Ottawa, London, Regina, Edmonton.

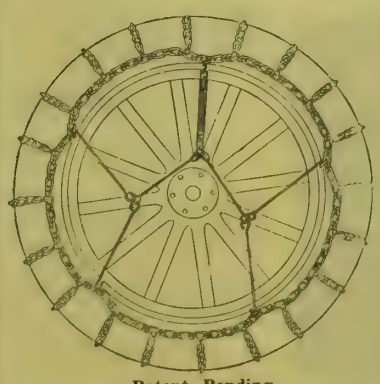
QUALITY ECONOMY
LUBRIKO

QUALITY I.X.L. ECONOMY
BELT DRESSING
COMMERCIAL OIL COMPANY LIMITED

I. X. L. Belt Dressing is nature's greatest food for leather, rendering it pliable and waterproof. It imparts to the leather a life which greatly increases its wearing qualities, prevents cracking and slipping and keeps the leather smooth and clean. Can be used on any kind of belt. Apply on pulley side of belt. To apply with a brush, melt by heat, put up in bulk in barrels.

Avoid injurious imitations

The COMMERCIAL OIL CO., Limited
HAMILTON, ONTARIO



Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener
$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

Patent Pending.

M. H. MERCHANT CO., 236 Emma Street, Syracuse, N. Y.

OUR COLORED GRADES
1B, 1A, 7, 1, 5,

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

The No. 221 Kerosene Fire Pot

is designed and made to withstand hard usage. The tank is made of heavy gauge, seamless drawn steel, fitted with Patented Cushion Protection Band, preventing injury to the base of the tank, and Tinned inside and out (Rust Proof). The burner is made of special generator metal, producing an intensely hot blue flame. The No. 221 is sure to please. Include it in your order. Jobbers supply at factory price. Send for catalogue.

No. 221 Kerosene Fire Pot
List Price Each $33.60
Ask for Discount

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

Made in Scotland.

TRADE MARK "MORRISCA"

Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General FISHING TACKLE
Write for Export Terms to—
MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

TRADE B&C MARK

Double Duty Feature
Convinces Your Customer

This quick selling combination wrench favorably impresses the customer at once because it takes a bull-dog grip on pipes with its skillfully designed curved jaw. The other side grips nuts in a compelling way, that gets results. A sure seller for quick, profitable turnover. **Ask about B & C Products.**

Bemis & Call Hardware & Tool Co.
SPRINGFIELD, MASS., U.S.A.

Canada Wire and Iron Goods Co.

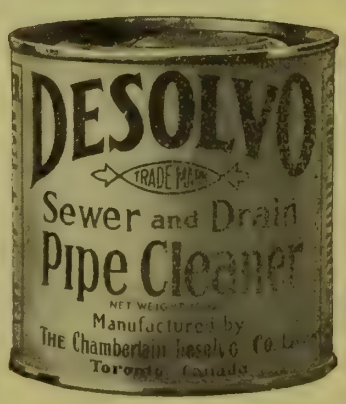
Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens

Hamilton - - Canada

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA



DESOLVO
a Necessity in Large Buildings

Another suggestion of its wide field of prospects. Clears clogged and frozen pipe safely.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

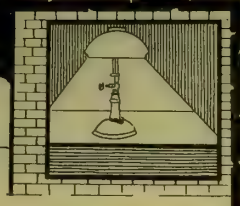
Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario & Western Representative: L. F. Mayne, 99 Quebec St., Toronto.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

Dixon Safetee Lamp



Demonstrate this natural sales-maker in your store. Let the rural trade see it burn with brilliant 300-candlepower light. Show them that it is safe and satisfactory. Hold it upside down.

The Hamilton Gas Mantle Company, Limited

Head Office and Factory:

TORONTO HAMILTON, CANADA MONTREAL

IRON FENCING,

of various designs,

WIRE WORK

of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry

MONTREAL

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

"61" FLOOR VARNISH

—the varnish which withstands the abuse usually given polished floors during spring cleaning and moving.

We carry a complete stock of the eight colors, in all sizes of cans and offer prompt shipment.

Our travellers cover Western Ontario and Niagara Peninsula. Let us serve you.

KENT-GARVIN CO., LTD.

HAMILTON, ONTARIO

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.

NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

King of the Field Corn and Bean Planter

Is a good seller that gives satisfaction

Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

Otterville Mfg. Co. Limited

Otterville, Ont.

SHEFFIELD CUTLERY

H.R.S & Co.

Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.

Estab'd. 113 Years

SHEFFIELD AND WOLVERHAMPTON ENGLAND

Harry F. Moulden & Son, Winnipeg

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.

St. John's, Nfld.

Reputation gained by long years of vigorous, conscientious and successful work.

C. A. B. Brown General Manager Western Canada
TORONTO

Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO., LIMITED
22 VICTORIA SQUARE, MONTREAL

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

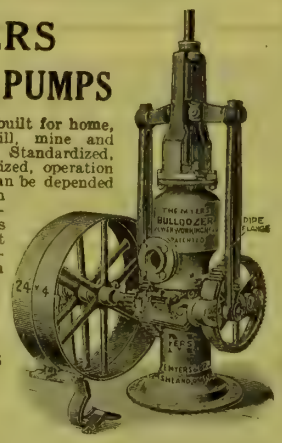
and SIEMENS-MARTIN

OPEN HEARTH STEEL

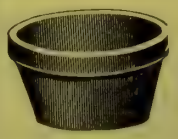
MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND
OHIO



Foster Pottery Co.
HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

Convenient, Efficient Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal
W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

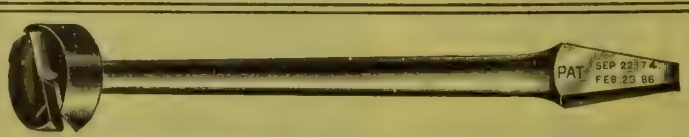
WHEN WRITING ADVERTISER KINDLY MENTION THIS PAPER

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES

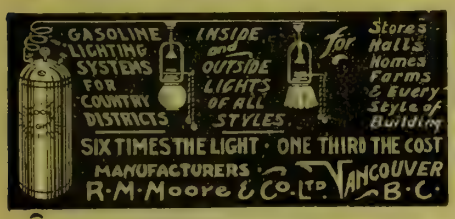
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
193 WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

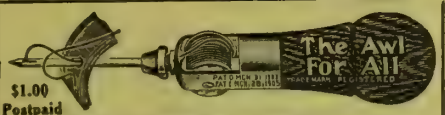
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

WHITE LEAD and GENUINE LINSEED OIL and X'C'L' PUTTY

SOLD ON MERIT

N. B. Prichard's Paint Works
Sherbrooke, Que.



$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

Northern Electric

Tape Splice

Insist on these Brands

Northern SPECIAL
Northern VICTOR
NOR-EL-CO

Northern Electric Company
LIMITED

HAVE YOU RECEIVED HARDWARE AND METAL ELECTRO CATALOGUE YET?

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATION WANTED

YOUNG MARRIED MAN, STEADY HABITS, with ten years' experience as store manager, would like to get a position in a city store. Address Box 323, Hardware and Metal.

HELP WANTED

WANTED—AN EXPERIENCED HARDWAREman. Steady job. Good salary. Apply to the Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

WANTED—MAY 1st, BY RETAIL HARDWARE firm, British Columbia Coast City, fully qualified and experienced salesman with knowledge of automobile accessories and ability to secure outside business. State age, salary and where previously employed. Box 391, Hardware and Metal.

WANTED — HARDWARE SALESMAN, WINdow dressing experience, and exceptional opening for man with pep and ability. Platt Bros. Hardware, 1356 St. Clair Ave., Toronto.

A YOUNG MAN WITH SEVERAL YEARS OF up-to-date merchandise advertising experience, for a business that offers good opportunities. Box 345, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED

WANTED — COLD ROLLED SHAFTING IN sizes up to 2 7-16 in. Must be in condition suitable for line shafting. Apply Box 201, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, La Prairie (Montreal), Que.

FOR SALE

CLEAN HARDWARE STOCK IN GOOD TOWN. Five thousand will handle. Building can be leased. Good reasons. Box 363, Hardware and Metal.

SWEET CLOVER SEED

BUY YOUR SEED DIRECT FROM HEART OF the sweet clover district. We offer selected recleaned stock, per bushel, fancy, $24.50; choice, $23.50; fair, $20; timothy No. 2, (No. 1 purity), $17 cwt. A. S. Hunter & Son, Durham, Ont.

TINNERS TOOLS FOR SALE.—8-ft BRAKE, squaring shears, groover set of rollers, folding machine, turning machine, hollow mantle stake, hatchet stake and blow horn stake. Apply to M. C. Hammond, Tofield, Alta.

HARDWARE BUSINESS FOR SALE ON Bloor St., Toronto, good clean stock of shelf and household hardware; stock and fixtures about $6,000. Cash and first mortgages on Toronto property accepted. Box 392, Hardware anid Metal.

FOR SALE—HARDWARE AND TINSMITHING business, located in Leeds County, Ontario. Stock, tools and fixtures about $10,000. Brick two-story building can be bought or rented. Splendid dairying district and an excellent opening for a young man. Very little opposition and abundance of work in tinsmithing. Turnover between $25,000 and $30,000. Box 405, Hardware and Metal.

FOR SALE IN OSHAWA

ONE OF THE BEST HARDWARE BUSINESSES in Ontario. Stock in A1 condition, and complete in every respect. Will require $40,000 to purchase stock and real estate. Turnover and profits are in proportion to investment. To anyone wanting a real live business this proposition is worth while. Personal applications only will receive attention. Please 'phone or wire when coming. John Bailes & Sons, Oshawa, Ont.

Use this page—the page which is never overlooked.

Everything is classified under appropriate headings.

Quite often the want ad. page is consulted as a guide to conditions. Anything of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches the best hardware men in the Dominion.

The cost of this service is very small——2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. We have a box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

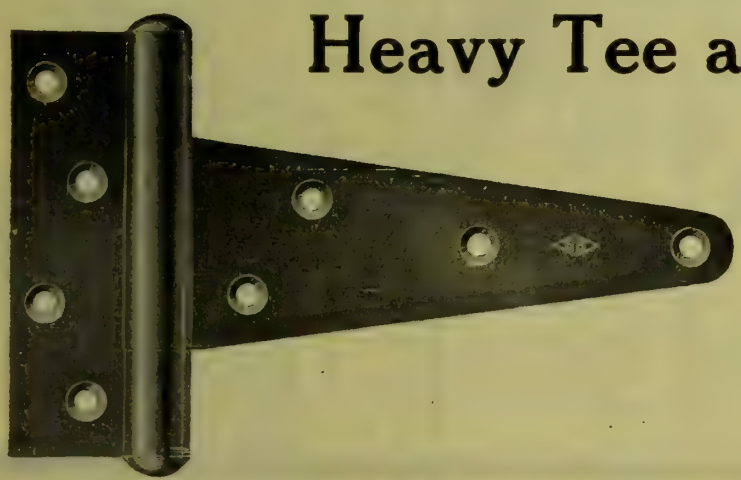
Kindly enclose remittance with ad. so as to save unnecessary bookkeeping.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Have You Received Hardware and Metal Stock Electro Catalog?

Every Jobber and Dealer
Should Handle Quality Hardware

Manufactured in Canada
by Slater & Barnard, Limited,
Hamilton, Canada



Heavy Tee and Strap Hinges

If you haven't been handling our hinges get in touch with us.

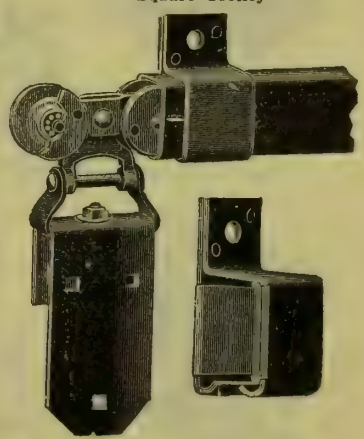
We have also added a Screen Door Hinge to our line. Ask for prices.

We Make All Kinds of Door Hangers

Flat Track Hangers

Round Trolley

Square Trolley



Round Track Hangers

Ask for our new catalogue showing our complete line

Quality Hardware

INDEX TO ADVERTISERS

Acme Waste Manufacturing Co..... 102
Allen & Co., L. B..... 98
Allway Oiler Mfg. Co., The..... 36
American Enamel Products Co..... 32
American Pad and Textile Co..... 25
Apollo Plug Mfg. Co..... 129
Arnett, Thos. Lewis..... 97
Ashdown Hardware Co., J. H..... 99
Atkins & Co. E. C..... 26
Auto Specialties Mfg. Co..... 130

Banwell-Hoxie Wire Fence Co..... 32
Barnett Co., G. & H..... 93
Barrett Co., The..... 107
Barton Netting Co..... 28
Beatty Bros., Limited..... 89
Beckley-Ralston Co..... 128
Bemis & Call Hdwre. and Tool Co. 132
Berry Bros..... 79
Bird & Son..... 30
Bissell Carpet Sweeper Co. of Can., Ltd..... 27
Bissett & Webb, Ltd..... 93
Bolinders, Ltd..... 32
Bowser Co., S. F..... 77
Boeckh Company, Ltd., The..... 77
Bradstreets..... 134
Brantford Roofing Co..... 24
Brett Co., The..... 98
Brodie, Breeze & Co., G..... 120
Brown-Boggs Co..... 26
British Smelting and Refining Co..... 43
Brown & Sharpe Manufacturing Co.. 17
Butcher & Co., J. H..... 135
Butterfield & Co..... 14

Calandar Mfg. Co., John..... 98
Cameron & Co..... 134
Canada Cycle & Motor Co..... 85
Canada Decalcomania Co..... 135
Canada Dry Cells, Ltd..... 129
Canada Foundries and Forgings, Ltd. 21
Canada Lamp and Stamping Co.... 126
Canada Metal Co..... 85
Canada Steel Goods Co., Ltd..... 5
Canada Wire and Iron Goods Co... 132
Canadian K. K. Co..... 32
Canadian Tube and Iron Co..... 28
Canadian Winkley Co., Ltd..... 126
Canadian John Wood Mfg. Co..... 132
Cane & Sons, William..... 28
Carhartt, Hamilton, Cotton Mill Co. 15
Caron Bros..... 135
Carswell, Morris, & Co..... 137
Carter White Lead Co., Ltd..... 111
Caverhill, Learmont & Co..... 34
Chamberlain Desolvo Co..... 132
Channell Chemical Co..Inside front cover
Chicago Flexible Shaft Co..... 13
Chicago Spring Butt Co..... 35
Christiansen Implements, Ltd..... 98
Clayton & Lambert..... 132
Cleveland Stone Co..... 28
Climax Baler Co..... 135
Coghlin, Ltd., J. B..... 134
Collette Manufacturing Co..... 35
Commercial Oil Co., Ltd., The..... 131
Consumers Cordage Co.....Front cover
Crescent Co., The..... 35
Crane, Limited..... 120
Crouse, Hinds & Co..... 19

Davidson Mfg. Co., The Thos..... 29
Detroit Vapor Stove Co..... 8
Diamond Saw and Stamping Works. 135
Dominion Belting Co..... 120
Dominion Cartridge Co..... 44
Dominion Metal Co..... 135
Doon Twines, Ltd..... 136
Dorken Bros., Ltd..... 41
Dowswell, Lees & Co..... 20
Durkee Atwood Co..... 122

Ebly Co., E. B..... 24
Empire Level Mfg. Co..... 33
Eureka Planter Co..... 25
Evans, W. T..... 134
Excelsior Wire Co..... 134

Foster Pottery Co..... 134
Frost Steel and Wire Co., Ltd.... 12

Gendron Manufacturing Co..... 40
Gipe-Hazard Co., Ltd..... 120
Glidden Co., The..... 81
Goodell-Pratt Co..... 46
Graham Nail Works, The..... 111
Great West Electric Co..... 97
Great Western Smelting and Refining Co., The..... 120
Greb Co., The..... 134
Guelph Spring and Axle Co..... 135
Gutta Percha and Rubber Co..... 124

Hamilton Gas Mantle Co..... 133
Hamilton Stamp and Stencil Works. 135
Hamilton Stove and Heater Co..... 6
Hobbs Manufacturing Co., Ltd..... 93
Homer & Wilson..... 120
Hoyt Metal Co..... 42
Harvey Hubbell Co., Ltd..... 18
Hutton & Co., James..... 120
Hurtubolse, Limited..... 40

Imperial Bit and Snap Co..... 120
Imperial Oil, Limited..... 121
Ingersoll File Co., Ltd..... 16
Iver Johnson Arms & Cycle Works 130

Jacobs Manufacturing Co., The..... 22
Jamieson & Co., R. C..... 101
Jardine & Co., A. B..... 38
Jennings Mfg. Co., Russell..... 135
Johnson & Sons, C. H..... 133

K & S Tire Co..... 128
K. P. Products Co..... 131
Kent, Garvin & Co..... 133
Kinzinger, Bruce & Co..... 136
Korn Razor Mfg. Co., Geo. W..... 41

Laidlaw Bale Tie Co..... 36
Lamplough & Co., F. W..... 135
Landers, Frary & Clark..... 3
London Rolling Mills Co..... 98
Ludgate, Ryder & Thomas Co..... 36
Lufkin Rule Co. of Canada, Ltd..... 138

Mab Company, The..... 40
Martin Co., The L..... 37
McArthur & Co., Alex..... 111
McArthur-Irwin Co.....60-61
McDougall & Co., R..... 37
Meakins & Sons..... 105
Merchants Hardware Specialties, Ltd. 97
Merchant Corp., M. H..... 131
Ministry of Munitions..... 115
Mica Company of Canada..... 135
Moore & Co., Ltd., Benjamin..... 75
Moore & Co., Ltd., R. M..... 125
Mossberg Co., Frank..... 125
Morrison Brass Mfg. Co., James.... 31
Morrow Screw & Nut Co., John.... 113
Motor Necessities Co..... 97
Myers & Bros., F. E..... 134
Myers Co., C. A..... 135

Nagle Manufacturing Co., H..... 37
National Cash Register Co..... 4
National Stamping and Elec. Works 133
Never Fail Products Co..... 91
Niagara Falls Metal and Stamping Works..... 42
Nicholson File Co..... 27
Nineteen Hundred Washer Co..... 22
Northern Bolt, Screw and Wire Co., Limited..... 38
Northern Electric Co..... 135
Norcross, C. S., & Sons..... 133
Northland Ski Co..... 131
Nova Scotia Steel and Coal Co.... 134

Oak Tire and Rubber Co..... 127
Oakey & Sons, Ltd., John..... 133
O-Rib-O Manufacturing Co..... 98
Ottawa Paint Works, Ltd.....
Inside back cover
Ottawa Trading Co..... 36
Otterville Manufacturing Co..... 133
Owl Metal Co., Ltd..... 134
Owen Sound Wire Fence Co., Ltd. 135
Parmenter, Bulloch & Co..... 37
Penberthy Injector Co..... 109
Pink & Co., Thos..... 38
Plymouth Cordage Co..... 11
Prairie City Oil Co., Ltd..... 98
Prentiss-Wabers Stove Co..... 23
Progressive Manufacturing Co..... 134
Pratt & Lambert, Inc..... 103
Rajah Auto Supply Co..... 123
Ramsay & Son, A..... 83
Reed & Co., George W..... 36
Rice Lewis & Son, Ltd..... 1
Rogers & Son, Henry..... 133

Sanderson Harold Co..... 119
Sand Sons, J..... 119
Schulz Manufacturing Co., Ltd..... 16
Schrader, C. A., & Son..... 131
Shurly Co., T. F..... 39
Simms & Co., T. S..... 87
Shurly-Dietrich Co..... 111
Simonds Can. Saw Co., Montreal.. 41
Slater & Barnard..... 137
Sphinx Manufacturing Co..... 126
Standard Tube and Fence Co..... 119
Stanley Rule and Level Co..... 2
Stanley Works, The..... 87
Starrett Co., L. S..... 10
Steel Company of Canada..... 9
Stephens & Co., G. F..... 95
Still Manufacturing Co., J. H..... 43
Stover Mfg. & Engine Co..... 39
Stratford Brass Co..... 43

Tallman Brass and Metal, Ltd..... 29
Taylor-Forbes Co., Ltd..... 31
Toronto Plate Glass Importing Co... 93
Tower Canadian Co..... 41
Trees & Co., Samuel..... 39
Trimont Manufacturing Co..... 40
Turner & Sons, J. J..... 119

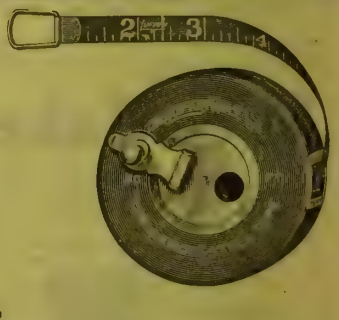
Union Iron and Metal Co..... 42
United States Sand Paper Co..... 41

Vaughan & Bushnell..... 29
Vol-Peek Manufacturing Co..... 37

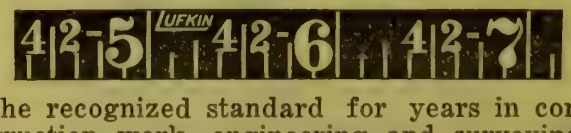
Warren Tool and Forge Co..... 110
Weaver Beach Co..... 134
Wheeler & Bain..... 38
White & Colquhoun..... 40
Whittall Can. Co., Ltd., A. R..... 70
Wickware, W. H..... 119
Wilkinson & Kompass..... 119
Wilckes-Martin-Wilckes 135
Wilkins Co., Geo. H..... 135
Wilt Twist Drill Co. of Can., Ltd. ..
Woods Mfg. Co..... 119
Wrought Washer Co..... 37
Woods & Co., Walter..... 39
X Laboratories.....Back cover

LUFKIN

MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA



The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

TRADE MARK REGISTERED

L

Is for the long life of O.P.W. Paint, the logical leader liked by legions of live dealers for the lucrative lift it gives business.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes For Every Purpose"

On the Farm

For Wagons, Implements, etc.

THERE is a wonderful market for the Paint and Varnish Department with the modern farmer. To-day he is alert, efficient and progressive. He appreciates the importance of paint protection for wagons, implements and other outdoor equipment. It pays to paint them, and he does. Remember, as you read this, the farmer is reading of your store and O.P.W. Wagon and Implement Paint in Farmers' Magazine, MacLean's and other publications, and on billboards by the roadside, also.

O. P. W. Porch Floor Paint

is a close partner to Wagon Paint with Mr. Canadian Farmer just now. His porch or verandah floors are mentally listed for the general paint-protection campaign that he will be waging shortly against depreciation of his property and equipment—his working plant.

Ottawa Paint Works, Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Display Stand
and
$1.75 Can
FREE

Stock This EXTRA PROFIT Assortment!

This assortment as illustrated consists of twelve $1.00 cans and six $1.75 cans. Included is one $1.75 can—FREE. Selling literature, posters, etc., are included. Also the expensive, handsome Mahogany-and-Gold-Display Stand is given you FREE.

How to make an Investment of $16.50 bring you $93.00 in Profits!

HERE is an assortment of "X" Liquid that over 25,000 dealers have found to be a rapid-selling PROFIT MAKER.

The assortment shown here costs $16.50. Each time you sell the assortment—at $24.25—you make $7.75 in clear profit.

In the experience of thousands of dealers who properly display and push "X" Liquid, this assortment can be turned over at least TWELVE TIMES in a year. This leaves you a total profit of $93.00 on your original investment of $16.50.

Twelve ASSORTMENTS of "X" Liquid a year, means only about ONE can of "X" Liquid EVERY OTHER DAY. That, as the facts prove, is easy for any aggressive dealer. It is just a matter of the proper kind of selling effort.

Simply keep "X" Liquid prominently displayed on the counter. Occasionally, give it a good window display. Remind every car-owner that he needs "X" Liquid constantly—not only to REPAIR leaks, but to PREVENT them.

Every owner of a water cooled car needs "X" Liquid. If "X" is kept in the water, it will PREVENT leaks from giving trouble. It will eliminate the Rust and Scale that are present in EVERY water cooling system. This improves cooling and helps get better engine performance.

Biggest Advertised

"X" Liquid is advertised in over twenty of the leading automobile publications and national magazines, such as the Saturday Evening Post, Collier's, Literary Digest, Popular Science, Popular Mechanics, etc. In addition we offer you a liberal assortment of selling helps THAT MOVE THE GOODS.

Not A Radiator Cement!

The millions of car-owners who have used "X" know that it is NOT a flaxseed meal, cement, or "dope," but a scientific process that does not harm any part of the cooling system. That is why it is used by the U.S. Government, the Standard Oil Company, and others whose standards are equally as high.

Aside from the money that you make on "X" Liquid there is the ADDITIONAL profit that a satisfied customer always brings you.

Order this Extra Profit Assortment from your jobber to-day

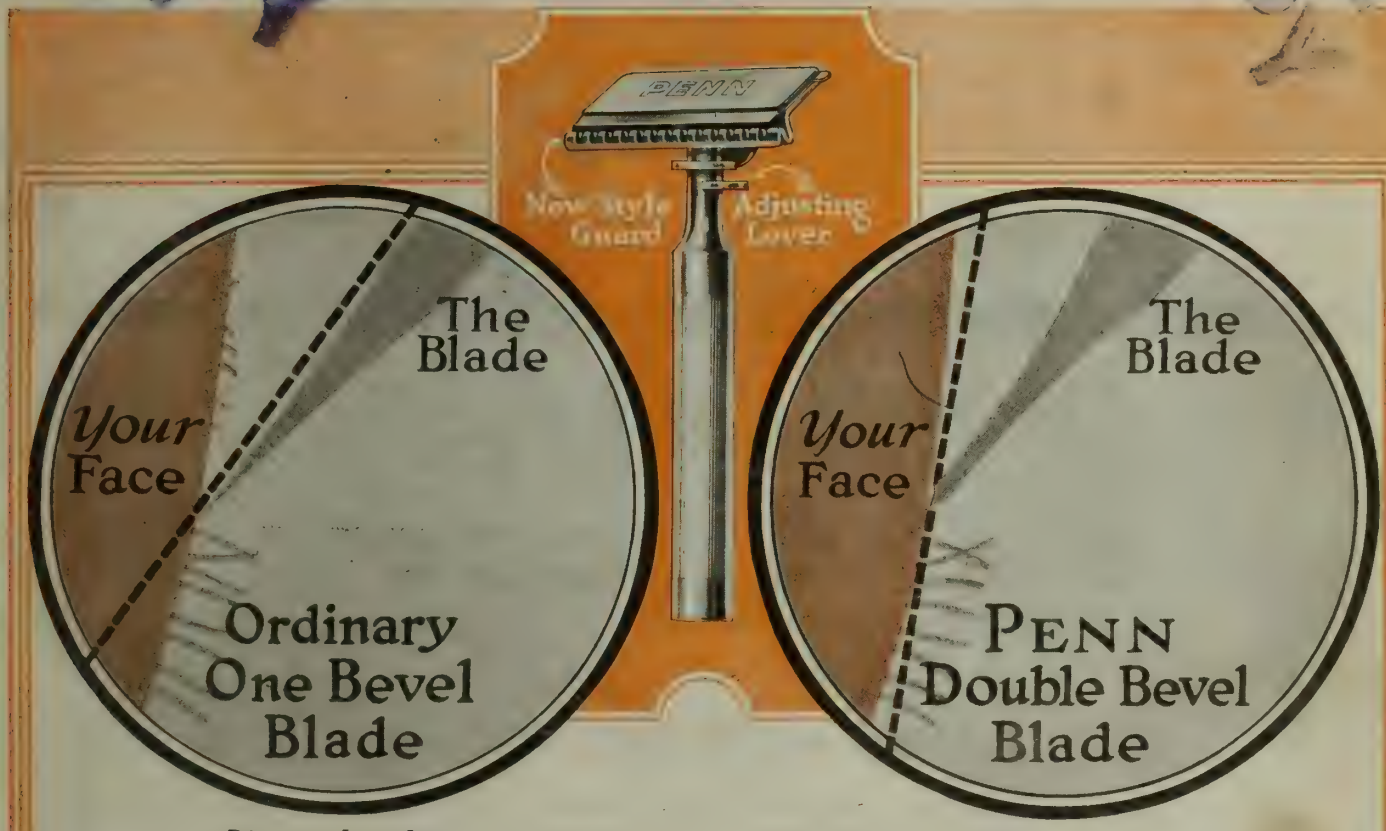
"X" LABORATORIES
25 West 45th Street, NEW YORK CITY
Pacific Coast Branch: 450 Rialto Bldg., San Francisco, Cal.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

FILE COPY



Digs under skin after cutting whisker

Glides over skin after cutting whisker

LET your customers shave with this double bevel blade. Let them take a Penn Razor home with them on a 30 day free trial, without paying a nickel deposit.

Say to them, "try this razor, and if you don't get the best shaves you ever had, return it. If you want to keep it, pay us $5."

Then show them how the tiny double bevel on the Penn blade *protects* their face from after-shave soreness — how it keeps the edge from digging under the skin after cutting through the hair.

And tell them how easy it is to keep the first-time keenness on the blade, and get — every time — shaves that make their face feel fine.

Write us for full details about this razor and how we protect you on the 30 day free trial offer.

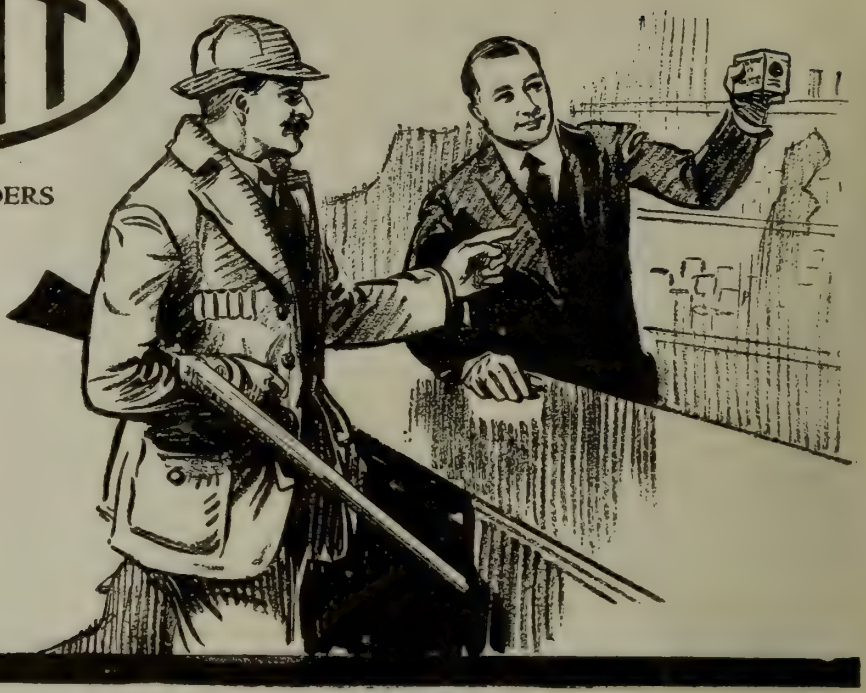
A. C. PENN, Inc., 149 Broadway, N.Y., Canadian Distributors: Menzies & Co., Toronto

Penn ADJUSTABLE Razor

With the Double Bevel Blades

DU PONT

SMOKELESS SHOTGUN POWDERS



They Sell Fastest

THE fact that seven out of every ten shooters use Du Pont Powders should establish one fact of interest to you—

They sell fastest

Stock them and they will move quickly

Stock the complete Du Pont line—Dupont, Ballistite, Schultze—in the popular loads—and you can meet practically all requirements.

Carry the Du Pont line exclusively and you will reduce to a minimum the number of different loads you have to stock. (Many dealers have thus reduced their line to *one-sixth* its original number of loads.) No dead ones. Quick turnover. Greater profits.

And you have the satisfaction of knowing that the powder you sell is made by the oldest, largest and best-known powder-makers in the country, is the result of their 118 years of experience, and can be relied upon—and your customer knows it, too.

The Du Pont Company has worked out a plan to help you promote shooting in your vicinity. Write for details—and on your next order for shells

Specify Du Pont

E. I. du Pont de Nemours & Company, Inc.

Sales Dept.: Explosives Division

WILMINGTON, DELAWARE

HARDWARE AND METAL, April 10, 1920. Volume XXXII. No. 15. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

SAMSON
FARM AND GARDEN TOOLS

The "Samson" trade mark on farm and garden tools identifies their quality at a glance and guarantees the excellence of each tool.

It insures your getting a product that is pre-eminent in durability, and one that will be a pleasure to recommend to your customers, not only on account of its immediate suggestion of high quality, but because it is our mark of assurance that there is the same fine quality in each.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

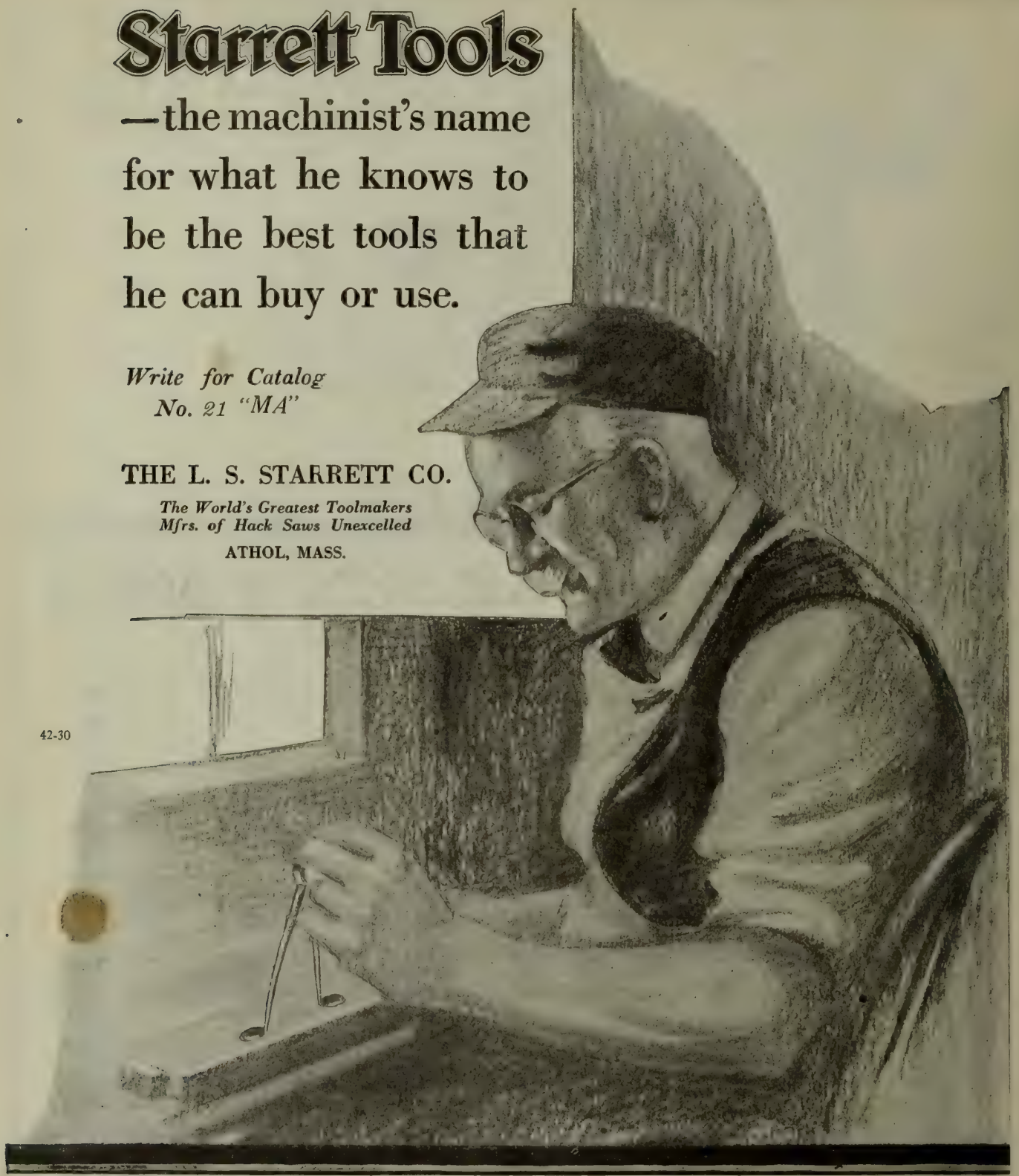
Starrett Tools

—the machinist's name for what he knows to be the best tools that he can buy or use.

Write for Catalog
No. 21 "MA"

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled
ATHOL, MASS.



42-30

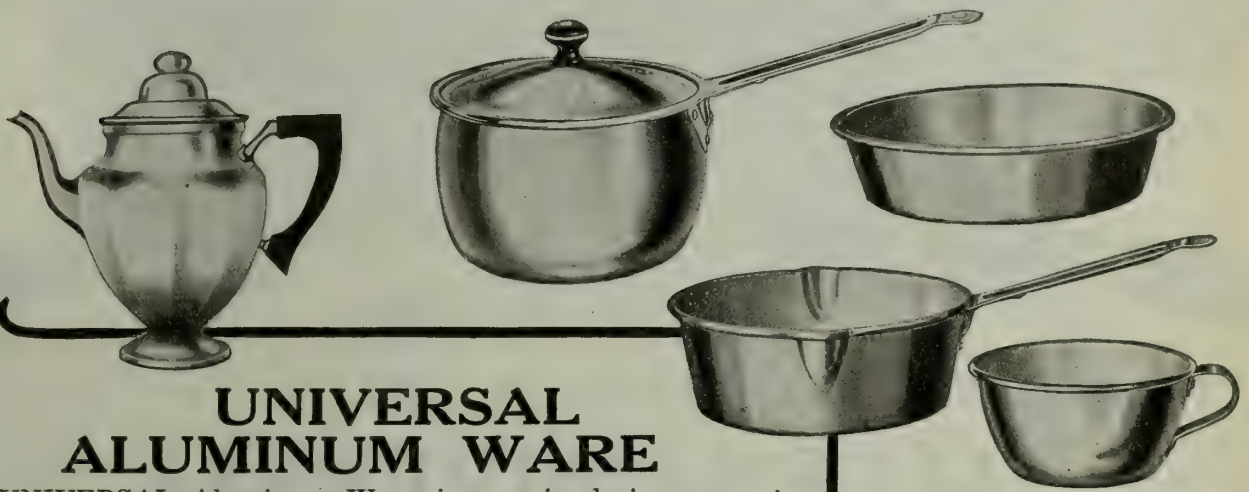
Starrett Tools

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

UNIVERSAL

THE TRADE MARK KNOWN IN EVERY HOME



UNIVERSAL ALUMINUM WARE

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities. Every utensil a strictly quality product.

A Few Features of "Universal" Betterness

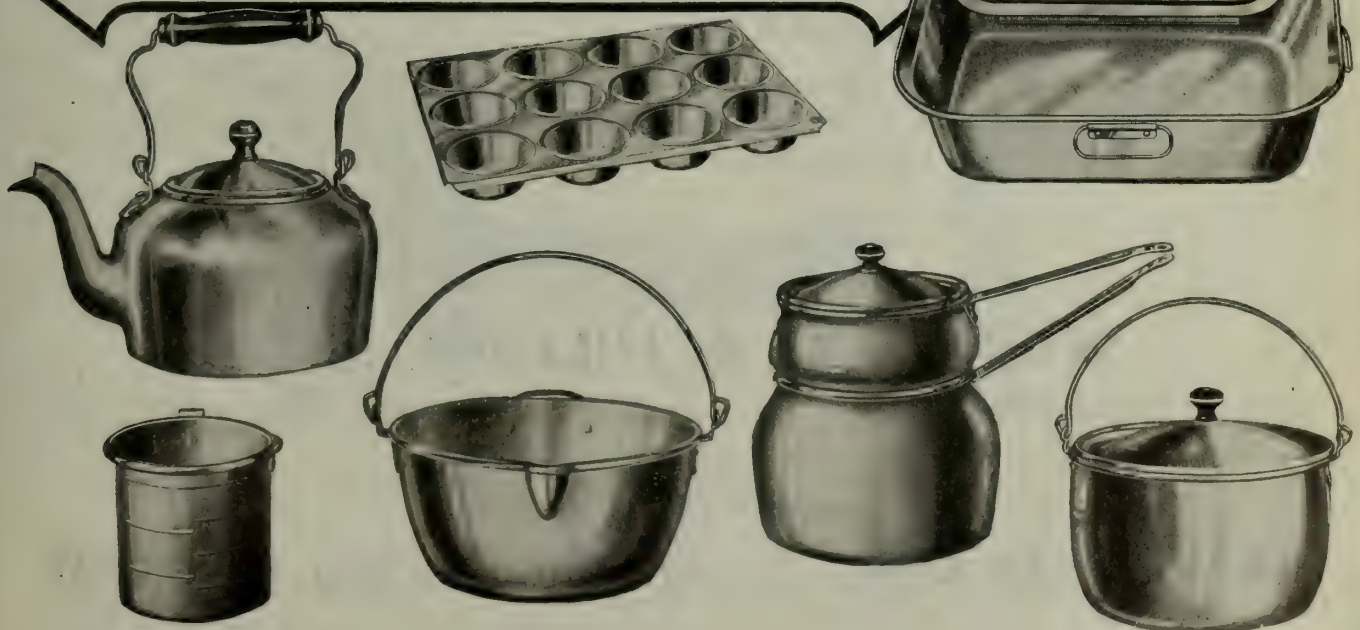
Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime. Extra large, extra strong close-fitting Beads. Handles doubly braced for double strength—made of cold-rolled steel, heavily tinned. Bails stand at any angle away from the heated vessel. Ears with straight edges easy to keep clean—made of cold-rolled steel. Pure Aluminum spouts welded to bodies.

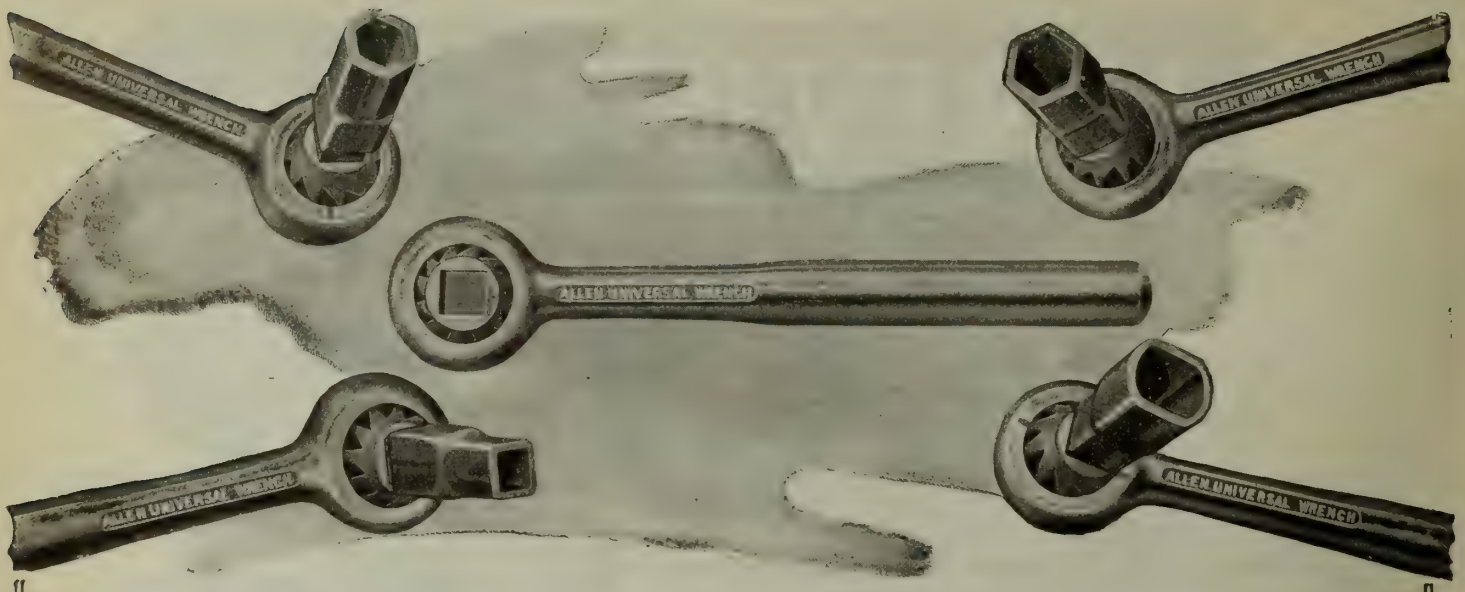
Because of the prestige all "Universal" products have with householders throughout the country, "Universal" Aluminum Ware has met with instant popularity and no line which we have put on the market has had a more enthusiastic reception.

Canadian Representative:

Montreal A. MACFARLANE & CO., LTD. Quebec

LANDERS, FRARY & CLARK, NEW BRITAIN, CONNECTICUT





THE WRENCH THAT TRAVELS IN CIRCLES—.

ALLEN-UNIVERSAL

Yes, in *Circles*—and what's more *Upward, Downward, Diagonally, Around Corners, Gets by Posts* and *Other Obstructions,* and will take care of adjustments in places where no other wrench can be manipulated.

We're talking about handles now—wrench handles. Although **ALLEN UNIVERSAL** wrenches do come in sets with sockets to fit most sizes of standard nuts and bolts. but, ***the point we want to make and call to your particular attention is the ball and socket construction in the head of the ALLEN-UNIVERSAL wrench handle.***

Compare the freedom of movement in this wrench with the ball and socket arrangement of the human arm and you will then be better able to appreciate and understand just what it is possible to do with an **"ALLEN UNIVERSAL."**

Every automobile and motor boat owner, garage owner, engineer and mechanic has use for a tool like this and when it is necessary to use a socket wrench, the practical man uses the most efficient tool.

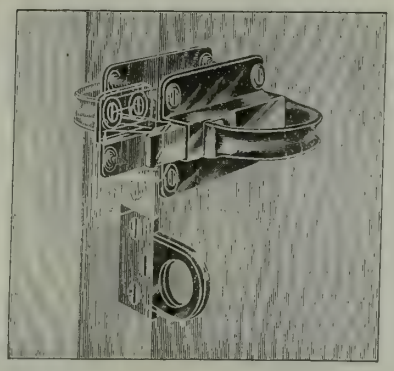
Catalog sent upon request.

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. **NEW YORK CITY, N.Y.**

Canadian Selling Agent:

JAMES GERARD KERR **411 St. Nicholas Bldg., MONTREAL**



No. 1240

Two Latches With Selling Points That Make Sales

No. 1240 Barn Door Latch

A durable, common-sense latch with japanned frame and handles, tinned bolt and a sherardized spring of piano wire that cannot rust. A dependable latch that operates effectively and gives smooth, reliable action that wins friends and permanent, lasting trade for the dealer who sells it. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

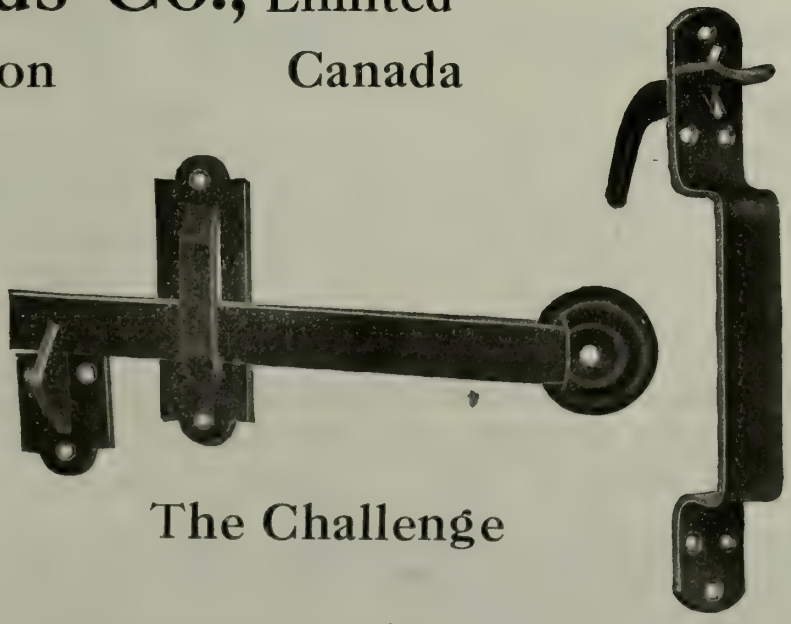
The "Challenge" Latch

This desirable latch possesses more points of quality and value—selling points—than any other thumb latch on the market. It is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

Packed one-half dozen in a box. 12 dozen in a case. Weight, 190 lbs. per case.

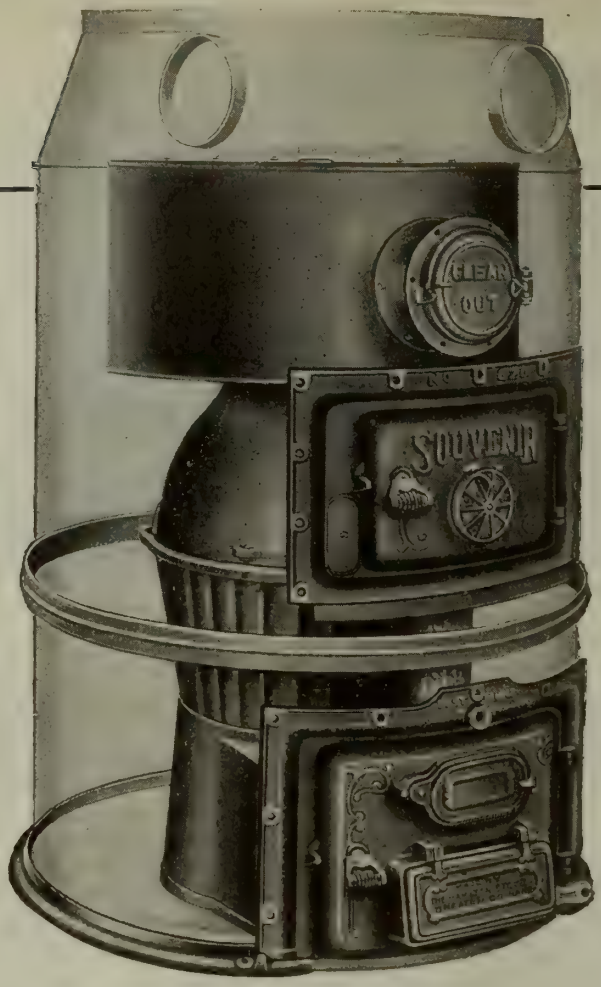
Canada Steel Goods Co., Limited

Hamilton Canada



The Challenge

We can supply this Furnace in small sizes, to meet the requirements of Builders, Contractors and Housing Commissions.



Made with a one-piece heavy corrugated fire pot, and equipped with a Smythe Triangular Pattern Grate, recognized as the best type of Triangular Bar Grate.

SOUVENIR
WARM AIR FURNACE
BURNS COAL OR WOOD

PRICE

The price at which you can sell this Furnace to the Builder or Contractor is so attractive that you will get his order in spite of any competition you may have experienced in the past. If you are not getting a share of the present building boom, you are missing a golden opportunity.

PROFIT

Your profit in selling this Furnace is something that you cannot afford to miss. Write us for further particulars at once. We have an attractive agency proposition to make to you.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

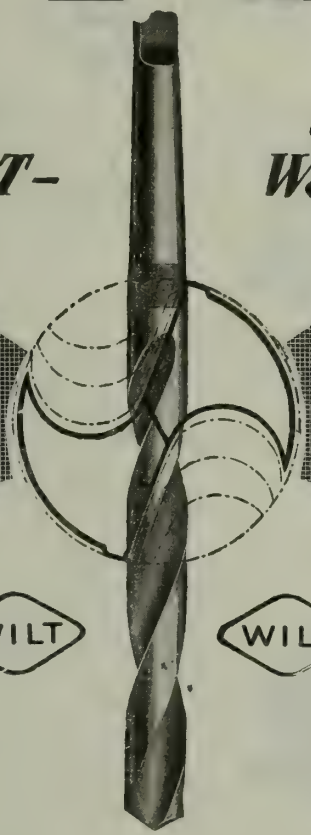
Western Representatives:
Mr. W. G. Chester, Hamilton St., Vancouver, B.C., Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg, Man.

WILT

"Where there's a WILT— there's the Way"

HIGH SPEED AND CARBON TWIST DRILLS

REAMERS AND MILLING CUTTERS



WILT WILT

An Unusual Service

An Unusua Product

THE IDEAL COMBINATION

When conscientious service is back of a Quality Product then the Dealer can be certain of satisfactory sales.

WILT DRILLS are the embodiment of this ideal combination.

The exacting care emphasized in the selection of raw materials, together with the minute and careful inspection of all **WILT DRILLS**, has enabled them to win a distinctive reputation for service equal to any on the Canadian market to-day.

The dealer who sells them handles a product that will give a good account of itself in the purchaser's hands. That means a confidence reputation created for your store which reaps its reward in increased sales.

WILT Reamers and Milling Cutters also belong to the same high standard line of **WILT PRODUCTS.** You can sell them with the same assurance of satisfactory performance.

May we tell you why **WILT Products** are so profitable for the Hardware Dealer to handle. Write us.

WILT TWIST DRILL CO.

WALKERVILLE OF CANADA, LIMITED ONTARIO

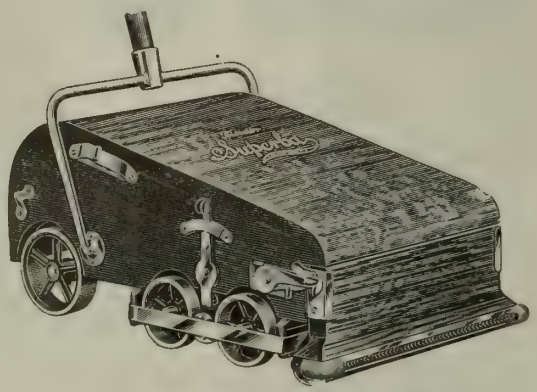
TRADE WILT MARK

Smooth running, convenient to empty, and with greater cleaning suction than the average electric—this correctly describes

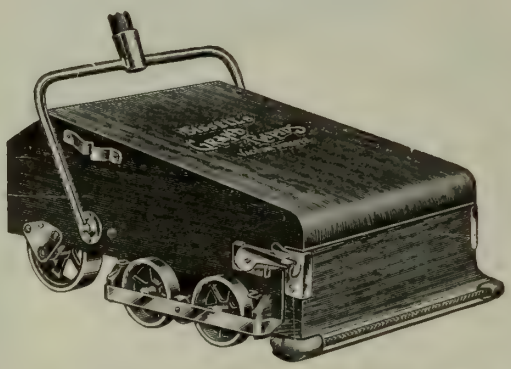
BISSELL'S

Strong Suction

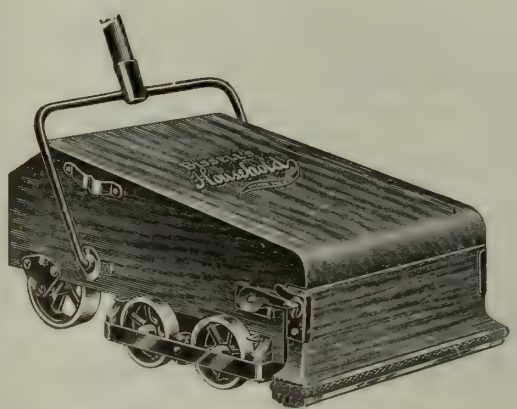
Vacuum Sweepers



Real mahogany veneer, oil rubbed finish rubber corner cushions, nickeled fittings.



Gumwood veneer. Mahogany oil rubbed finish, with rubber corner cushions, nickeled fittings.



Gumwood veneer, reddish mahogany finish japanned fittings.

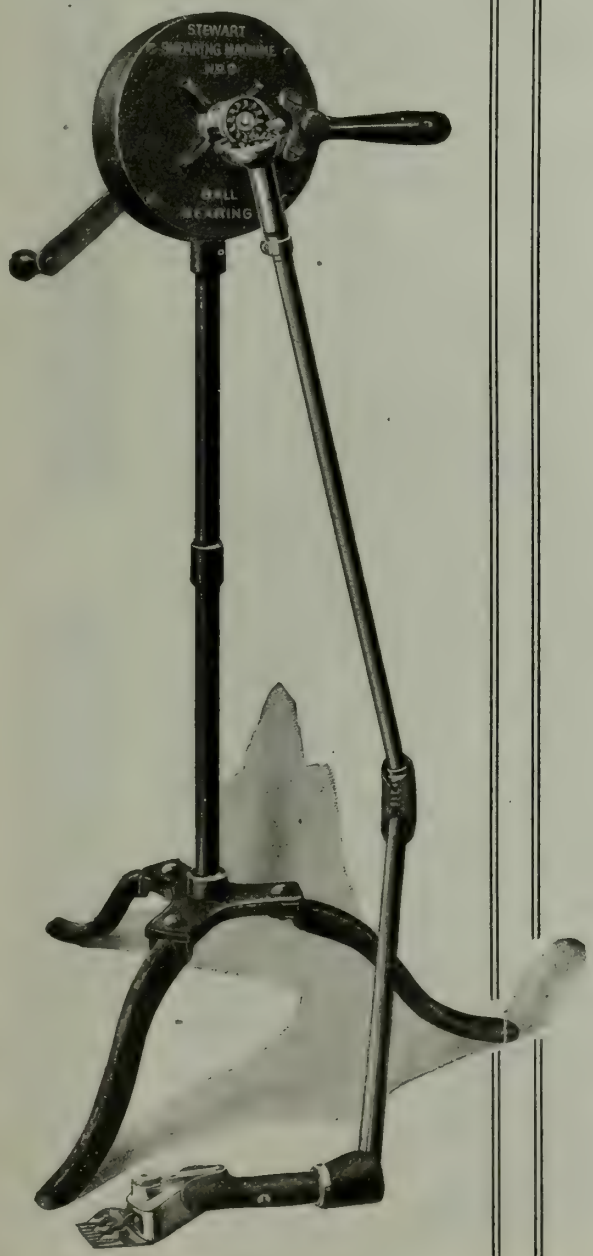
Such a machine will sell readily to farm homes, small-town homes and city homes not wired, or who count the cost—these homes are in the great majority.

These "vacs" make an excellent demonstration. They retail at $13.00 to $17.50, depending upon model and locality.

Bissell's "Cyco" Ball Bearing Carpet Sweepers are still the universal *sweeping* device for everyday use.

BISSELL CARPET SWEEPER CO.

Of Canada, Limited, Niagara Falls, Ont., (Factory) and Grand Rapids, Mich.



Stewart No. 9 Ball Bearing Sheep Shearing Machine

Help your Customers Get a 100% Wool Crop

Show them that the efficient shearing of the Stewart No. 9 Machine gets ALL the wool—15 per cent. more wool than hand blades.

If your customer has but a dozen sheep, the Stewart Shearing Machine will pay him, and it is exceedingly profitable in both time and money for flocks up to 300 head.

The extra wool from even a small flock soon pays for the machine. Every sale means money for your customer and a nice profit for you.

We are telling your customers to "INSIST ON A STEWART—the machine that always satisfies." Stock Stewart Machines and they'll buy from you.

Order from your jobber NOW, while he can supply you. For power-operated equipment, write for catalog No. 68.

Chicago Flexible Shaft Company

5608 Roosevelt Road **Chicago, Ill.**

BUTTERFIELD

High Speed and Carbon Twist Drills Milling Cutters Reamers, Taps and Dies

Accurate and Speedy

Butterfield Tools have a special interest to the merchant for two reasons: they sell well and they bring profit.

This is not a general statement unsupported by good reasons. Mechanics, shop executives and buyers want Butterfield Tools because they will duplicate exacting work accurately many times over; they cut faster and need less regrinding.

That the sale of Butterfield Tools is profitable we will be glad to demonstrate to you. Will you give us this opportunity by writing us?

Butterfield & Co., Inc.
Rock Island, Que.

Clinton Pattern

For Beauty and Quality

The Silverplate of

William Rogers *and his* **Son**

"The Best at the Price"

Made and Guaranteed by

WM. ROGERS MFG. CO., LTD., NIAGARA FALLS, ONTARIO

This page from our series in MacLean's Magazine and The Saturday Evening Post is another reason why you should sell more Wm. Rogers & Son Silverplate

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

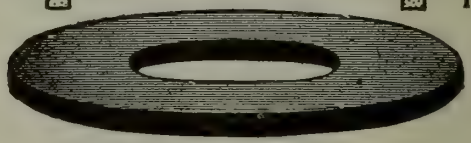
THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Vinegar

and

Syrup

Pumps

WALTER WOODS & CO.

Hamilton and Winnipeg

Saves Slitting

Paper and Cloth

Next To The Diamond

Carbalox Convenient Rolls hold first place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work.

It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Growing Popularity Means Increased Sales

The fact that so many cars are re-equipping completely with "Gutta Percha" Tires, is not to be wondered at. Hundreds of motorists are being won over to "Gutta Percha" Tires every day. Somebody gets them to try one tire and they prefer them to any other afterward. The ability of "The Tires That Give Satisfaction" to render exceptional resistance to wear, has caused them to leap into public favor.

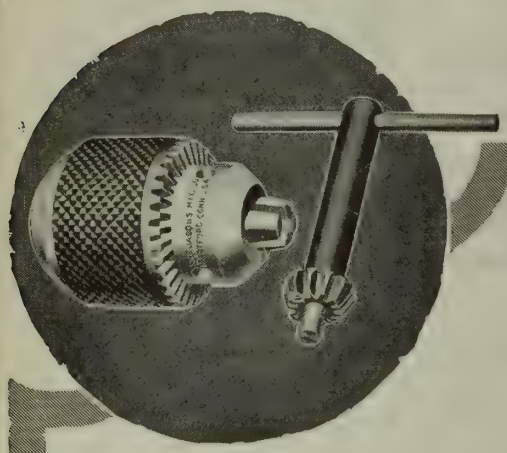
"Gutta Percha" Tires

You can make this the biggest tire year in your history if you feature "Gutta Percha" Tires. Ride on this "incoming tide" of popularity by carrying the motorist's favorite—"Gutta Percha" Tires—the Tires it pays to buy.

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

BRANCHES: HALIFAX, MONTREAL, OTTAWA, FORT WILLIAM, WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE, VANCOUVER, VICTORIA



And they come back for more

When you sell to a drill user his first Jacobs Chuck you are sowing the seeds of an increase in your mill supply business.

All the world over mechanics recognize Jacobs Chucks for their accuracy, their firm grip, their time-saving convenience in adjustment—and they come back for more.

In selling Jacobs Chucks you benefit by their reputation for reliability, and gain in desirable trade. Order some to-day.

Dept. H.M.

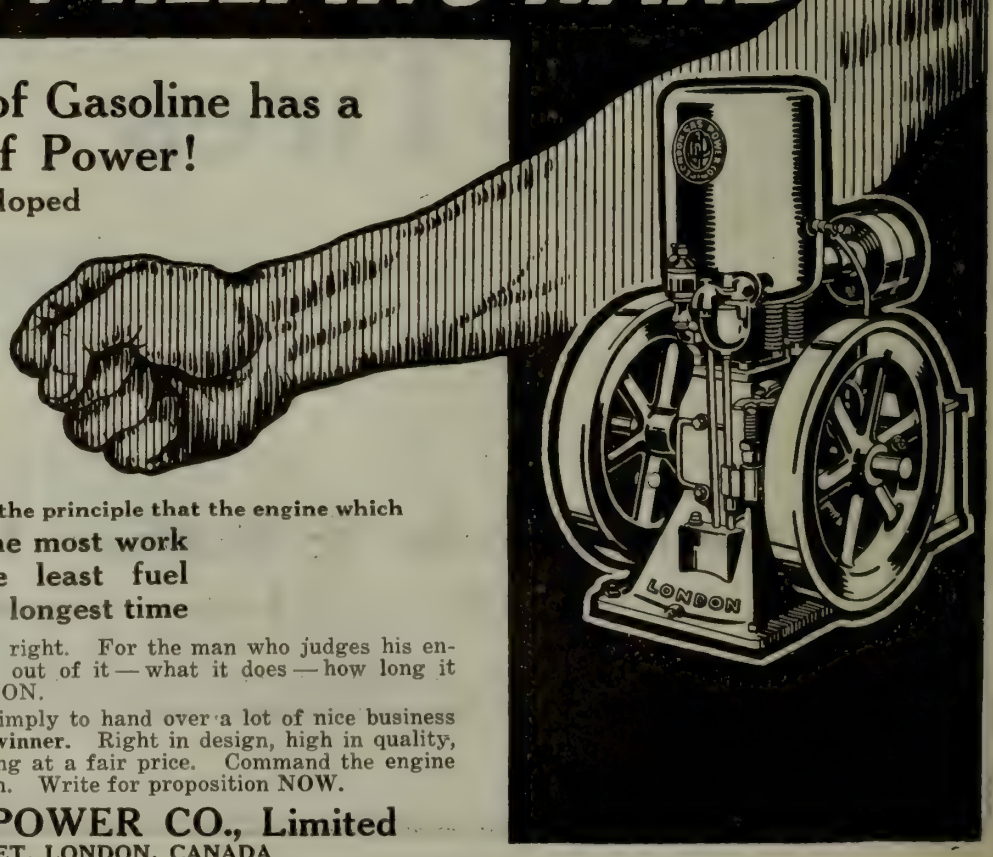
THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

A MIGHTY HELPING HAND

Every Spoonful of Gasoline has a Given Amount of Power!

That Power is best developed through a

LONDON ENGINE



The LONDON Engine is built on the principle that the engine which

does the most work on the least fuel for the longest time

has to be designed right and built right. For the man who judges his engine investment by what he gets out of it — what it does — how long it lasts, the logical choice is a LONDON.

To delay securing the agency is simply to hand over a lot of nice business to the other fellow. We have a winner. Right in design, high in quality, faultless in performance, yet selling at a fair price. Command the engine field with the LONDON this season. Write for proposition NOW.

LONDON GAS POWER CO., Limited

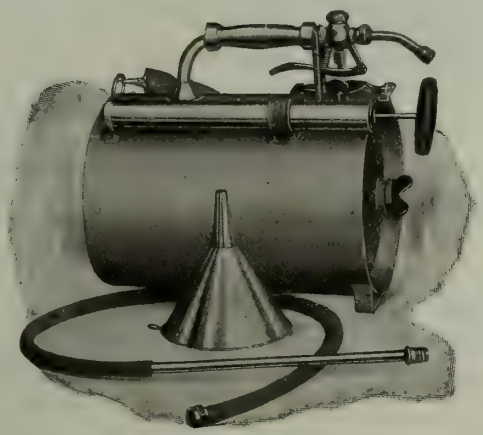
29 YORK STREET, LONDON, CANADA

Eureka Fountain Compressed Air Sprayer

No. 110—Galvanized Steel Tank, Aluminized.

No. 111—Brass Tank, Polished and Lacquered. Capacity, 2½ gallons.

A wide and varied line of sprayers, including glass. Ask about these and other quick-selling lines.



For Spring Business

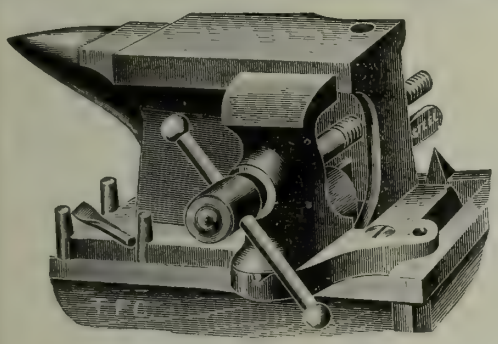
Now that "reconstruction" is well under way, men home from war, and many entering large or small farm and orchard projects, this Spring will show greater activity than ever in such lines as sprayers, cultivators, wheelbarrows, planters and seeders.

The Eureka line has proved itself long since — to the consumers in far more than satisfactory service, and to the merchant in quick, profitable turnover.

Let us send you a catalog of the good-selling Eureka line, including the five successful lawn mowers.

Lawn mowers; cultivators; wheelbarrows; churns; sprayers; root cutters; planters and seeders, etc.

The Eureka Planter Co.
Limited
Woodstock, Ontario



ANVIL AS ABOVE

Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER

Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

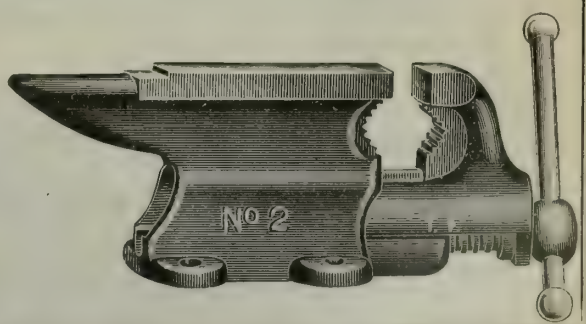
Taylor-Forbes Co., Limited

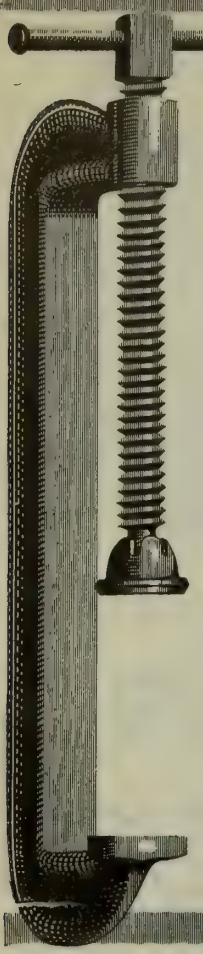
Head Office and Works:

Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.





WILLIAMS' SUPERIOR DROP-FORGED CLAMPS

THERE'S a Williams' Clamp for every purpose.
If it's extreme strength and heavy service—Williams' "Vulcan" line provides both.
11 sizes, ¾ to 12½ inches capacities.
If it's general utility—without need for maximum strength—Williams' "Light Service" line will fit the case, 8 sizes. 2 to 12 inches capacities.
If it's stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4 to 18 inches capacities.
If it's Tool Room work requiring comparatively small openings of jaws — Williams' "Vulcan" Tool Makers' line should be chosen. 4 sizes, 1 to 4 inches capacities.
All are made of a special, high-grade steel. After forging they are submitted to a refining process, or "heat treatment," which increases their stiffness and strength and reduces the liability of springing.

ENGINEERS' TOOLS BOOKLET ON REQUEST

J. H. Williams & Company

"The Drop-Forging People"

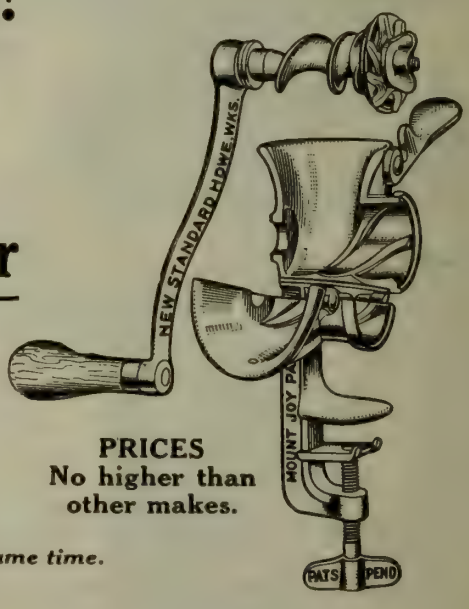
30 So. Clinton St., Chicago, Ill. 30 Vulcan St., Buffalo, N.Y. 30 Richards St., Brooklyn, N.Y.
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, British Columbia and Alberta

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS

MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:
Hardware Specialties Co.
Vancouver, B.C.

Central Western Canada:
Rodearmal-Davis Co.
Minneapolis, Minn.

Eastern Central Canada:
L. G. Beebe
Toronto, Ont.

Eastern Canada:
Richardson-Bureau
Montreal, Can.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium Heavy Body)
IMPERIAL POLARINE A
(Extra heavy body)
One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

Write to The General Sales Department.

56 Church St. Toronto. Ontario.

for our dealers proposition.

T—1521

The Article in Demand

We advertise Imperial Polarine extensively the year round. For public preference is the greatest sales force in the business world.

The ability to supply public demand is the secret of success in retail merchandising.

Imperial Polarine is sold by more dealers than any other lubricant on the market. That is because Imperial Polarine is used by more than 62 per cent. of Canadian motorists and is rapidly forging still further ahead in public favor.

Your Share

The dealer who displays the Imperial Polarine sign lets motorists know that he can give them the lubricant they want. The better the display the bigger the business.

There is a market for hundreds of dollars' worth of Imperial Polarine in your territory. Are you getting your share of this market? You can make your store headquarters for Imperial Polarine. Stock the three grades—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A. Also the special Imperial Polarine transmission and differential oils and greases.

Put up in half-gallon, gallon and four-gallon lithographed sealed cans, 12½-gallon steel drums, half-barrels and barrels.

The minimum profit on Imperial Polarine is 33 1/3 per cent. The business is staple the year round. Sell by the Imperial Polarine Chart of Recommendations.

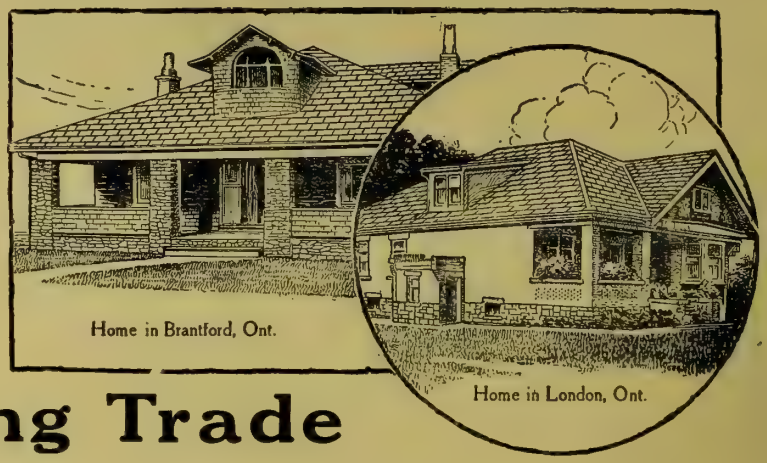
IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

Get A Larger Share of the Roofing Trade



The building trade is active and consequently the Prepared Roofing Industry is prosperous to-day.

But the real building activity will not reach its height until next year or the year following, because building was almost at a standstill during the war and it will take some time for the brick yards, stone quarries, contractors, bricklayers, masons, carpenters, etc., to get back into their stride.

The big roofing business of the future will be done in prepared roofing and the increasing popularity of

Brantford Asphalt Slates

indicates that this style of roofing will be the big seller for homes, schools, churches and other buildings requiring an artistic, permanent, fire-resistant **slanting roof.**

Hardware dealers who feature Brantford Asphalt Slates, along with our other lines, and go after business energetically will be able to sell more prepared roofing during the next two years than they've sold during the last five. Our own output of Asphalt Slates to-day is ten times that of four years ago, which shows that the demand is greatly increasing.

Have you seen the Brantford Asphalt SLAB Slate which is FOUR STANDARD size Asphalt Slates in one? The newest idea in roofing. Saves time, labor and nails in laying. It is selling fast and bound to be a big producer of business for our dealers.

Write for booklets and samples of our different lines. The Brantford line is complete—a roofing for every purpose.

Brantford Roofing Co., Limited

Head Office and Factory:
Brantford, Canada

Branches at Toronto, Montreal, Halifax, Winnipeg

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

No Loose Heads
No Broken or
Shrunken Handles

The Reason Why

Less Cost More Profit

Hatchets that offer the merchant unusually convincing selling points because of their great improvement over the old-time wooden-handled affair. A line that presents something "different"—something unique to sell.

The hollow steel handle is so reinforced and rivetted under high pressure that the heads cannot loosen or come off—an all too familiar characteristic of the old-style wooden-handled hatchet.

Cost less and sell better than old-time hatchets.

We allow Canadian jobbers a special discount and will accept their checks on a Canadian bank at par, thereby eliminating all difficulties which may arise through the present high rate of exchange.

Samples to Jobbers on Request

Burgess-Norton Manufacturing Co.
Geneva, Ill., U.S.A.

The Uncrowned King of Canada

IS Hon. James Calder the power behind the throne at the present time in Ottawa? The master politician who plans out all the moves in the political game?

Will Sir Thomas White shortly slip into the place of Sir Robert Borden and keep the Unionist Government in power until 1923?

These are predictions that J. K. Munro makes in the course of a witty, informative article on the political situation in the April 1st issue of MACLEAN'S MAGAZINE. J. K. Munro is writing the best political articles appearing in the whole of Canada.

Are we Playing into Germany's Hands?

"IF GREAT BRITAIN and the United States drift into subconscious antagonism now, Germany will have won in peace what she could not win in war," writes Agnes C. Laut in April 1st MACLEAN'S. She declares emphatically that for Canadians to create ill-will with the American people would be playing German's game in addition to losing—

1. Splendid trade opportunities.
2. Fully 100,000 families a year who will come over to Canada to escape agricultural difficulties in the States.

Miss Laut is saying things that will run contrary to the ideas of many people, but it is all the more worth while reading.

BINDING THE WEST WITH BANDS OF STEEL

The first of a series of articles telling the early story of M. J. Haney, who helped build the C. P. R. through the Canadian West.

A BIG NOVEL BY A YOUNG CANADIAN

In this issue will also be found the first instalment of a powerful and cleverly written new novel by a young Canadian author, Arthur Beverley Baxter. Do not miss "The Parts Men Play."

EIGHT MONTHS ADRIFT IN THE ARCTIC

The second and concluding instalment of Storker Storkersen's remarkable story on his long drift on a floating island of ice off the Northern coast of Canada.

"The Wistaria Arbor"— a short story. By Robert W. Chambers.

"Storm Along, John!"— a lacrosse story. By C. W. Stephens.

"Gentlemen of the Long Robe"— an article on the legal profession in Canada. By the Honourable W. R. Riddell.

"The Thread of Flame"— a powerful novel. By Basil King.

One Hundred Magazines in One

All magazines and periodicals published are read carefully and the best articles found are reprinted in part in the Review of Reviews section of MACLEAN'S. Here are a few found in this issue:

The Strangest Tale of the War
The Red Hand Reaches Far East
The Triangle in the Pacific
The Rising Tide in Japan
Was Mrs. Wilson the Real President?
When the Giant Hand Falls
The Agitators in Washington
Civil War Possible in America
Romantic History of the "Chasers"
A German View of Canada
Commercializing the Coyotes
Praise and Criticism of Canadian Troops

You pay no added exchange when you buy Canada's National Magazine

Over 80,000 Canadian Families Read

MACLEAN'S

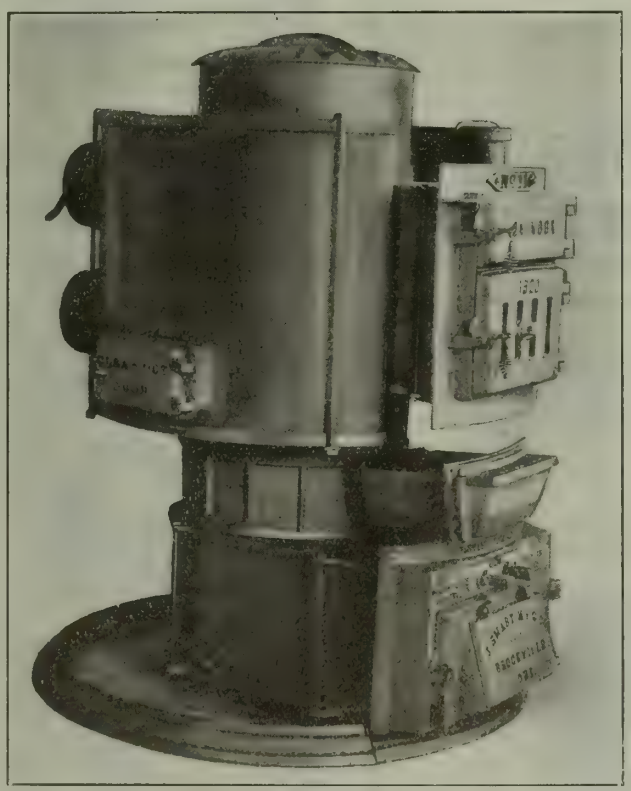
"CANADA'S NATIONAL MAGAZINE"

APRIL 1st ISSUE *Now on Sale At All News Dealers* ***20c***

CANADA
FOUNDRIES & FORGINGS
LIMITED

CHINOOK
(Regd.)

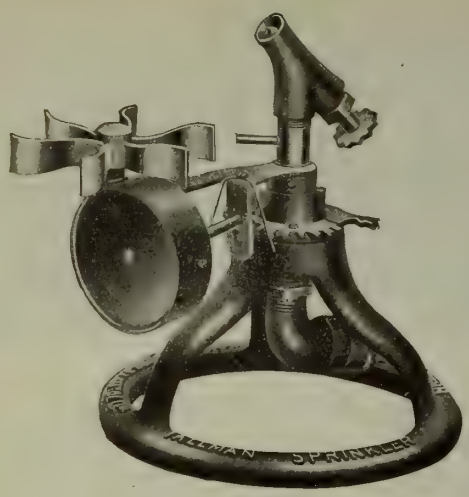
Chinook Winds for Canadian Homes Every Wintry Day



A NEW FURNACE A NEW PRICE

BUILT AS A PROTEST TO HIGH COSTS OF HOMES PRODUCTION
LIMITED. ORDERS FILLED IN ROTATION

JAMES SMART PLANT
BROCKVILLE, CANADA



THE TALLMAN
ROTARY AND OSCILLATING
SPRINKLER

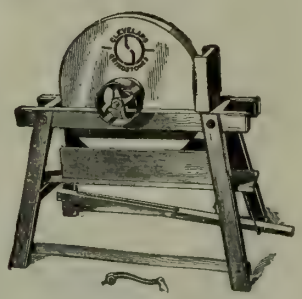
SOLD BY ALL DEALERS

MANUFACTURED BY

Tallman Brass & Metal Limited
HAMILTON, ONT.

Cleveland Grindstones
PRESERVE TOOL TEMPER

CLEVELAND TRADE MARK GRINDSTONES



THE CLEVELAND STONE CO.
Union Bldg. Cleveland, Ohio

Bisset & Webb, Limited, Winnipeg, Man.
Western Distributors

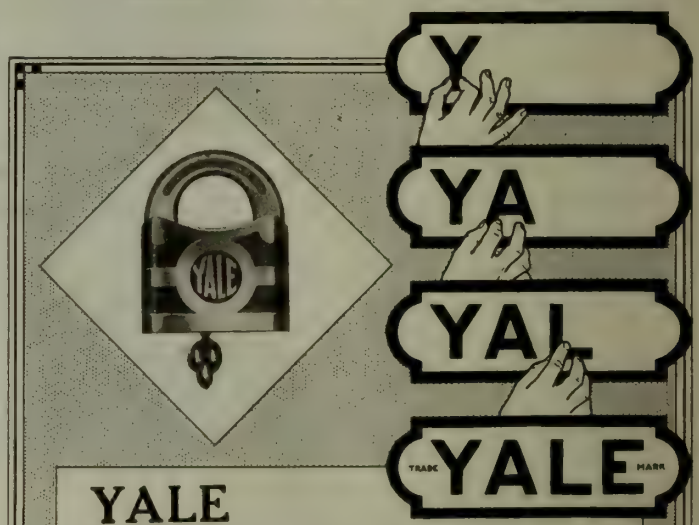
Artistic
Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.
CHICAGO, ILL.



YALE Padlocks—

"The trade-mark Yale helps make the sale."

YALE Padlocks, like Yale Night Latches, Door Closers and Builders' Hardware are quick selling, profitable items in every dealer's line.

Enjoying the complete confidence of the public because of years of satisfactory service.

And being widely advertised throughout the Dominion—are but two reasons why you should stock Yale products.

Made at St. Catharines, Ont.

Canadian Yale & Towne Ltd.

They buy when you say—

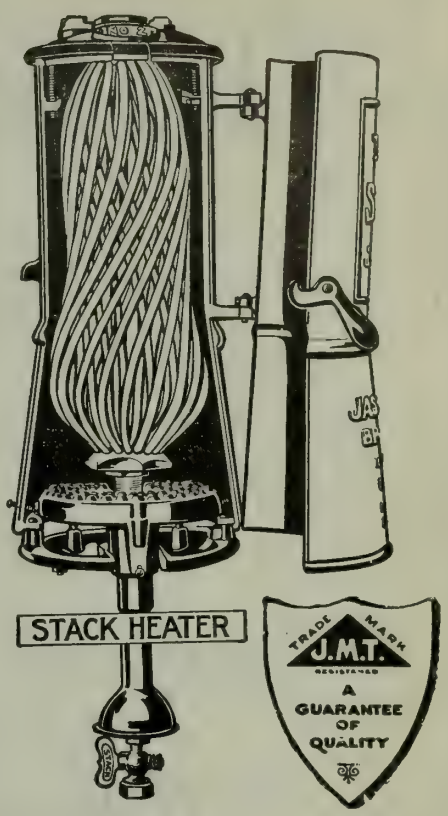
"It Heats Water In One Minute!"

The Stack Heater needs no excess time used to persuade, convince and compel customers to buy. Open the door of a Stack Heater and customers with no technical knowledge whatever understand the advantage of the Stack at once. Then just say, "It heats water in one minute!" and—Bing! goes the cash register.

Send for a Stack Heater display card.

The James Morrison Brass Mfg. Co., Ltd.

63-97 Adelaide Street West - Toronto, Ont.



Bread and Cake Boxes

These handsome Cake and Bread Boxes may be had singly or in combination sets, as shown.

They are attractively japanned in French Grey and White with a roller cover. Neatly lettered in gilt.

Full Particulars on Request.

In addition to our general Catalogue, we shall be glad to supply literature on—

Stoves	Enamel Ware
Ranges	Japanned Ware
Wire Goods	Milk Cans
Steel Castings	Galvanizing

THE THOS. DAVIDSON MFG. CO., LIMITED

TORONTO HEAD OFFICE: MONTREAL WINNIPEG

DAVIDSON

The Battery Business Pays Well

Send us your battery repairs. *All* work executed by an expert and *guaranteed*. Prices quoted before the work is started, if desired. Send all batteries express *prepaid*.

Many of your customers will require new batteries this year. Sell them the dependable Hart battery—used by the British Admiralty. The rugged construction practically eliminates battery trouble. Give your customers the Hart—the best—it pays every time.

Samuel Trees & Co., Ltd.

Distributors of Hart Batteries

42 Wellington St. E. Toronto

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

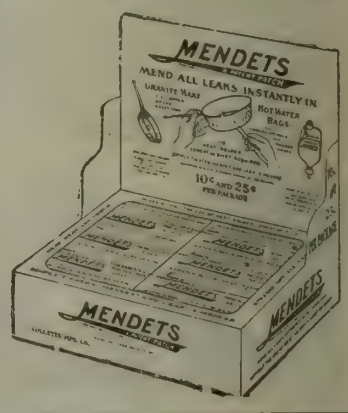
CANADIAN TUBE & IRON CO., Limited, MONTREAL

MENDETS
A PATENT PATCH

Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company
Collingwood, Ont.
Your jobber has them



"Crescent"

For Turnover

The Line that Increases your Sales

A dependable, reliable and thoroughly salable line. A line that builds permanent business through customer satisfaction.

A line that mechanics know and like and prove their confidence by buying.

All Good Jobbers

Canadian Representative :

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Remember "Crescent" for Trade Building

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited

37 St. Antoine Street

Montreal

Files That Your Customers Ask For

Aren't they the most profitable kind of files for you to stock?

Practical men ask for Famous Five Files because these have proven their worth by long usage and have become the standard.

If you offer Famous Five Files, your customers will not hesitate.

We keep large reserves of Famous Five Files. You can order from your jobber at any time and be sure of prompt shipment.

The Famous Five are :

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too

ASK FOR CATALOG NO. 25HM.

9F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

D. A. MACDONALD, 141 Bannatyne Ave., WINNIPEG, Man. Sales Representatives for Manitoba

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

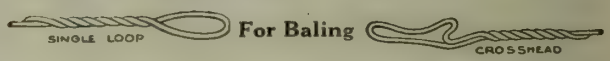
Write for Catalogue

A B. Jardine & Co.

LIMITED

HESPELER, ONT.

BALE-TIES



Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5 ft. to 12 ft. long 12 to 16 gauge wire

Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose, All Sizes, Any Temper.

We carry at all times the LARGEST STOCK of Bale-Ties in Canada.

THE

LAIDLAW BALE-TIE CO.

LIMITED

Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds an eighs.

Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

E. Roy,
45½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

VOL-PEEK

MENDS HOLES IN POTS AND PANS

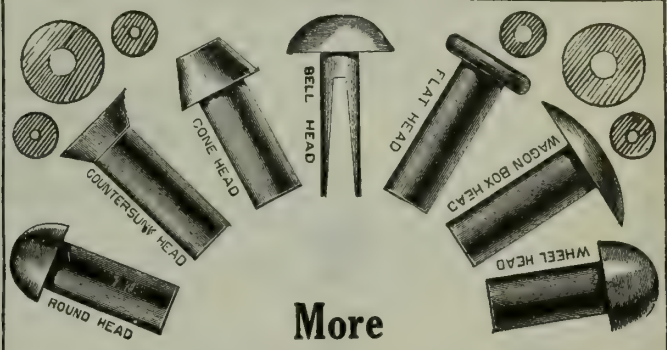
Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $2.25 for our bright-colored display stand of 24 packages. 60% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

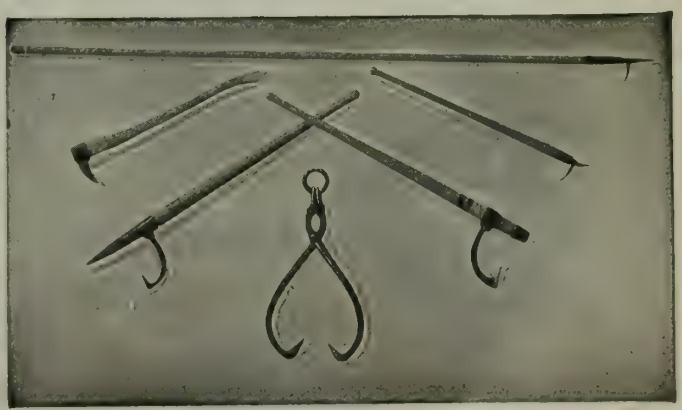
Send for Catalogue and Price List.

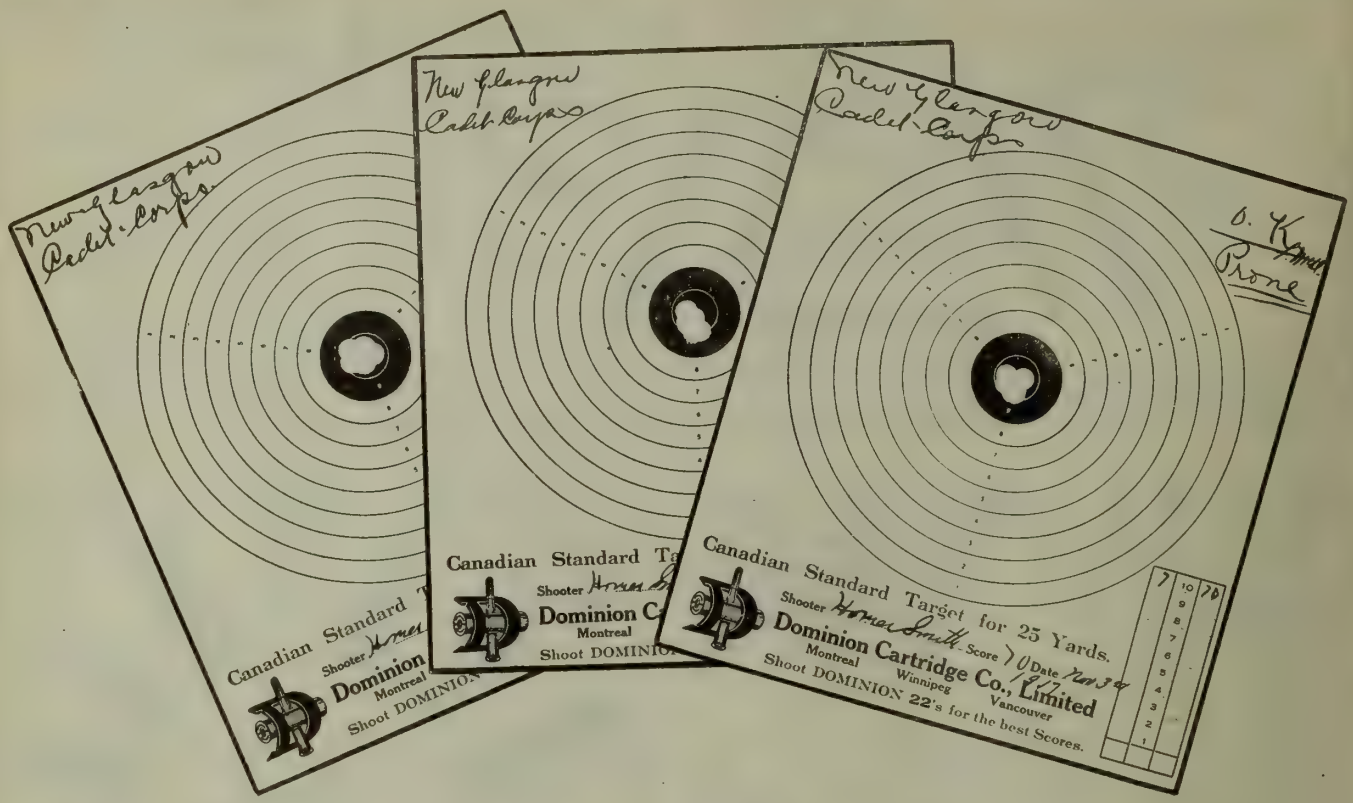
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario





Targets like these mean business for you

They were made on the standard 25-yard range by Dominion Marksmen with Dominion .22's.

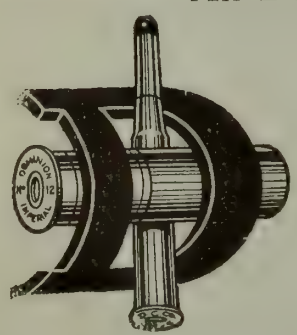
Over 6,000 boys in Canada are shooting

Dominion .22's

in efforts to make similar scores.

This means business to every dealer who carries this ammunition.

All Dominion ammunition means more business — not only .22's but all the larger calibre metallics and Dominion Shotgun Shells. Order from your jobber to-day.



Dominion Cartridge Co., Limited

Montreal - - Canada

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, APRIL 10, 1920 No. 15

CONTENTS

"As Ye Sow, So Shall Ye Reap" 31-32
Turnover Tax, vs. Profits Tax 33-35
Registering Parcels Holds Up Mail 36
Garnishee Law Satisfactory Only on Percentage Basis 37
Editorial Comment 38-39
The Clerks' Department 40-41
Events in the Trade 42-43
New Hardware Goods 46
Markets at a Glance 47
Weekly Hardware Markets — From Montreal, Toronto, London, Winnipeg, Pittsburgh 47-55
Paint as an Insurance Policy 56
How Hardwaremen Advertise Paints 60
Weekly Paint Markets 61-62

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

ZINC SHEETS
"V M" BRAND

Best Belgian Manufacture

The first sheets available from Belgium since the beginning of the war

A. C. Leslie & Co., Limited
560 ST. PAUL ST. WEST
MONTREAL

"FLEUR DE LIS"
GALVANIZED SHEETS

A sheet superior to anything except "Queen's Head," which is offered to the trade at the same price as corrugating quality.

Ask your jobber or write us direct

John Lysaght, Limited
Manufacturers
Bristol, England

A. C. Leslie & Co., Ltd
Canadian Agents
MONTREAL

We supply a United States steel plant with files for testing hardened steel blanks.

We supply the largest twist drill company in the United States with files for proving the temper of their drills.

These are the only known instances of Canadian-made files being exported for regular use in the United States.

If, therefore, these great companies with all the file makers in the world to select from, specify our files, does it not prove, more than any argument we can advance, our contention that

P H

IMPERIAL

"THEY CUT FASTER AND WEAR LONGER,"

Your customers can find this to be true in their own shops, and a satisfied customer is your best asset.

BE FILE-WISE

INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited
Sole Distributors
INGERSOLL, ONTARIO

INGERSOLL

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, APRIL 10, 1920 No. 15

"As Ye Sow So Shall Ye Reap"

C. C. Falconer, Winnipeg, Opens Two New Branch Stores—Growth is an Evidence of Successful Merchandising Methods—Developing Trade From Women and Children—Stove Department in Basement—Bedding Takes Place of Builders' Hardware During Dull Season

C. C. FALCONER, one of the pioneer hardware merchants of Winnipeg, who has established an influential business in the north end of the city, has recently opened two branch stores to serve the outer fringes of his wide circle of business in that locality. The stores have been opened for business for the past two or three weeks, and the finishing touches are now being applied.

North Winnipeg is a section distinct from the rest of the city in respect to class of trade. Mr. Falconer, always an active member of the R. M. A., has also been an ardent enthusiast for North Winnipeg and has during the past fifteen years of business on Selkirk Avenue, developed a wide circle of trade in the north end. This circle has been constantly widening and this condition has made necessary the opening of branches at two favorable points in order to give better service to customers—one of the new branches on Main Street and the other in Elmwood; the latter district lies across the river from North Winnipeg.

Mr. Falconer believes that a retailer's business is justified only to the extent of the service he can render. The development he has achieved in his business is a tribute to the success of his merchandising plan, and it will therefore be of interest to consider some of the points which Mr. Falconer regards as most important in the conduct of a retail business.

Service to the Customer is the Important Point

"Service to the Customer" is the underlying factor in the various points to be considered. With three stores distributed throughout his business field Falconer's will be enabled to give a quicker delivery to customers. Buying in larger quantities will also have its advantage. These factors enable the giving of better service to customers, and bear out Mr. Falconer's statement that "a retailer who does not at every turn do the best for his customers will not be in business very long."

"We ought to consider it a favor when a customer passes by other stores and comes to our store to buy. This customer should not be treated as if he had been obliged to come to us to get what he required."

Illustrating the point, Mr. Falconer indicated that the large departmental

Bearing out the reference made in the article to the importance of developing women and children's trade (in Falconer's store) it will be noted that all lines displayed are of the household variety and in each case the same line is represented in doll's size. This plan is also followed in store displays.

stores, while they offered every other inducement to shoppers, never overlooked an opportunity of showing the customer that they were glad to do business with them and appreciated their patronage.

In the matter of service to customers there is the question of meeting the customer in the store. Mr. Falconer has always appreciated the importance of mixing personally with his customers and making personal sales, but he also believes in keeping entirely out of sight unless he has time to be sociable. Owing to the great amount of checking and general management work made necessary by recent business conditions Mr. Falconer now occupies a private office where he is completetly out of view from the store.

Foreign Trade Must be Carefully Handled

A large portion of Falconer's trade is with foreigners, and the importance of watching the service rendered to customers is therefore emphasized in this particular case. The points mentioned can, however, be watched to advantage by every retailer, irrespective of his class of trade.

"The average foreigner coming to this country believes he is being cheated at every turn until he finds out differently. He has a very meagre understanding of English and therefore resorts to the most minute study of facial expression as his only safeguard," said Mr. Falconer. "The foreigner is easily offended and as he is very clannish his suspicions of unfair dealings will soon spread over the entire community. Our plan in dealing with our trade is to give a square deal and the best service at every opportunity. If anything we sell is not right we take it back and make it right. The goodwill is worth more than the individual sale."

Mr. Falconer settled in the North Winnipeg district fifteen years ago with prospects of developing a trade largely among the foreign element. He was even unable to speak their language. To-day his store is a busy centre, having a large and growing clientele of enthusiastic customers, and strong competition is being given to neighboring merchants who have the advantage of nationality and language.

"As Ye Sow"

"It is a case of 'As Ye Sow, So Ye Shall Reap,'" says Mr. Falconer. Even though the proportion of English-speaking people dealing with the new branch stores will be greater, the same plan of courteous treatment of customers will be followed out.

There are several significant features of trade in the Falconer store which are interesting to note. Firstly there is a great deal of buying done by whole families visiting the store. Women folk purchase fully 80 per cent. of the household goods. Children's trade is also a big feature. A glance around the store indicates the importance of each of these classes of trade, for at every prominent location are displays of household lines and dolls, velocipedes, carts, etc., for the children. So much does the convenient display of children's playthings appeal, that the result has often been to bring about some family altercations. In order to avoid a scene in the store, the parents have many times given way to the children's insistent demands for the purchase of some such lines as those mentioned.

Mr. Falconer believes in playing on human traits for business, and the foregoing is one of the best. "The women and children are valuable customers," says Mr. Falconer.

Another interesting feature of the foreign trade in the Falconer store is the importance the foreigner attaches to his kitchen and his desire to procure the best and most modern utensils for this part of his household.

"What the parlor or living room is to the English-speaking family the kitchen is to the foreigner. He lives in it and its fittings indicate the extent of his affluence."

It is said in Winnipeg that a larger proportion of high class aluminum ware, ranges, stores, etc., for the kitchen, are sold to foreigners than to the English-speaking citizens. This indicates that the popular conception of the foreigner's mode of living cannot be applied to all cases. This again is another human trait which is used to best advantage in the Falconer business. Displays of kitchenware, electrical goods, stoves and ranges are prominent. To the latter a special section in the basement is devoted. This department is worthy of special mention for the benefit of other dealers who may require additional display space but who feel that a basement cannot be made sufficiently attractive for this use.

Stove Department in Basement

The basement section for stoves and ranges in the Falconer store is about 25 feet wide and 40 feet deep. Entrance is down a stairway from the centre of the main store. By the stairway is an illuminated sign, and a well-polished range is placed on a support above the stairs. A glance to the basement invites further inspection, for it is spotlessly clean, exceptionally well illuminated, and the polished stoves and ranges, each on a raised flooring, make a strong appeal. The department is quiet and away from the detracting influences of a busy store. Owing to its location there is a minimum of traffic through this section and the amount of cleaning of floors and stock necessary is therefore greatly reduced The arrangement is also a convenience for customers wishing to make arrangements for credit on purchases and who do not wish to discuss such matters before others. The Falconer store does a big business in high class stoves and ranges, and much of the business is attributed to the manner in which the department is conducted.

Special for To-day

A number of counters displaying "Specials for To-day," with goods plainly marked, are always found in the Falconer store, and frequent changes are made in the class of goods thus displayed.

"The 'special' tables sell a host of goods for us," says Mr. Falconer. "One of the hardest things to do is to break down a customer's prejudice and get them started. We have a number of special tables and we find that once we get a customer started on the first table they keep right on. The special nature and prices of the goods on other tables offer an incentive to continue buying."

Mr. Falconer finds customers are taking more interest in "specials" at the present time than in the past owing to their desire to take advantage of any economies offered in view of prevailing high prices.

Speaking further of the present high scale of prices, Mr. Falconer has found a tendency among clerks to regard prices as high and to therefore feel a reluctance to induce customers to buy. Mr. Falconer urges that clerks should assume that prices are all right and put the goods in the customers' hands with as much enthusiasm as they can muster.

Bedding an Active Line

Beds, bedding and baby carriages are also good lines in the Falconer business. Beds, mattresses, etc., were taken on as the result of requests from customers for such lines at the time building fell off a few years ago. Samples of mattresses with cross-sections, showing construction, are on display, as are also samples of beds and other bedroom requirements. Sales are made from catalogue.

When asked as to how this line shaped up in taking the place of building hardware, Mr. Falconer replied that from many standpoints he preferred the bedding lines as profit is higher, less store space is required, and it is a much easier line to handle. Mr. Falconer thinks the sale of beds, mattresses, etc., through the hardware trade will greatly increase.

An illustration showing a window display of beds, bedding and baby carriages is shown herewith. It will be noted that in each of these lines the corresponding article in doll's size appears as well. This bears out former remarks concerning the appeal directed jointly to parents and children.

As for high-grade baby carriages, Falconer's sell a good proportion of these. It is an accepted fact that foreigners are prolific, but it is interesting to learn that the average foreigner is very proud of his offspring, particularly the first born, and that he will spare no expense to procure an elaborate carriage and other equipment necessary for a new baby. This is largely cash business as is the greater portion of trade with these foreigners, and it is therefore a very acceptable class of business.

Turnover Tax vs. Profits Tax

Turnover Tax Thought to be More Equitable—Sliding Scale of Percentages Would Apportion Responsibility—Profits Tax Has Tendency to Discourage Efficiency in Merchandising—Effect on Import and Export Trade

THE rumor of a tax on turnover in place of the present Federal taxation levied on excess profits, as outlined in last week's issue of HARDWARE AND METAL, has caused much interest in all departments of the trade. There are a number of viewpoints to be considered in dealing with the subject, and it is only by securing all classes of opinion that a true appreciation can be had of what the turnover tax would mean and what its advantages would be. From the standpoint of the Government, there are many advantages of a tax based on a percentage of turnover. Returns will be made much more promptly, it having been suggested that monthly returns would be required. The work of Government inspectors would be greatly lessened as it would be obviously easier to establish what the turnover of a business has been for any stated period than to establish what its profits have been over and above all provision for costs, which vary greatly as between certain businesses. A sliding scale of percentages would be very necessary, for some businesses are conducted on the basis of a small profit and large turnover, and in such cases even a very small percentage added would mean a great deal.

Further there is the question of import and export trade. It is felt that the percentage of tax would not be sufficiently large to render prices so high that they would have difficulty competing in foreign markets. On the other hand, goods imported into the country would bear their share of taxation through the importer, though in that case they would only bear the one tax, whereas similar lines manufactured in the country would bear a tax at several stages.

The general disposition seems to be that a tax on profits has not reached those who should bear the burden, in full proportion, and that a tax on turnover will be much more effective. The Government has its liabilities to discharge, and the feeling is that any action to achieve this end is justified. Further details will be found on another page.

A retail merchant of Perth, Ont., writing in regard to the proposed turnover tax, thinks such a tax would be unfair. His contention is, however, based on the large turnover and small profit of his particular line of business. He gives a comparison of the grocery and jewellery businesses. In the latter, he points out, the tax would, perhaps, be paid only once in the year, while it would be paid six or seven times in the grocery business. The solution is, of course, to graduate the percentages of tax on turnover so as to make it apply proportionately to each line of business. This retailer figured out that a 1% tax on turnover would be equal, in his case, to a business profits tax of 20% to 33% on net profits under $1,000, or an income tax of 9% to 12% on personal income of under $2,000. Obviously this tax is greatly out of proportion.

A Montreal correspondent writes that the Business Profits Tax, with its steep graduations, certainly has objectionable features, but points out that it is at least a tax on profits actually made. No doubt the tax finds its way into costs, but either tax would be considered in overhead expenses as any other tax paid by a business as distinguished from the personal income tax. Reference is made by this correspondent to the fact that different classes of business require different rates of gross profit to afford a legitimate net profit. Similarly, it is pointed out, the percentages to be charged should be graduated.

"Is it possible to consider as fair," he asks, "any tax which would compel a firm having sales of, say, a million dollars, and having a ten thousand dollar loss, to pay another ten thousand dollars in the shape of a business tax."

In order to conduct an open-minded discussion of this matter, of vital importance to the retail hardware trade, HARDWARE AND METAL will be pleased to receive communications from merchants who have an opinion to express on this important subject.

Alex. Prudhomme, president of the Metal and Hardware section of the Montreal Board of Trade, feels that the best means of taxing is on income. "In this way," said Mr. Prudhomme, "those who can afford to pay will be reached. The man who is not getting an income that will enable him to share this burden of debt will not have to pay, and I think this is the fairest plan."

As to the proposed plan of taxing on turnover, Mr. Prudhomme had not gone into the matter, but would give it his consideration. On principle, however, he believed that it would not work out to the best advantage. For instance, a business man might have a turnover of, say, one million dollars, having to pay, on a one per cent. basis, ten thousand dollars of a tax. Sometimes the business could well afford to pay this. On the other hand, there may have been accidentals during the year which could not be foreseen. Losses might come, even in a business that was carefully managed in every way; losses that could not be foreseen or avoided. Therefore,

under such circumstances, a firm sustaining unforeseen losses might be in no position to pay. As contrasted with the income principle, Mr. Prudhomme believed that the latter was much the preferable.

Edward Goodwill, while not having given the matter of the proposed tax consideration to any extent, believed that it would be difficult to work along these lines, in fairness to all. "A turnover of a million dollars or more, with one firm, might yield a very much smaller profit than that of another firm who had sold very much less goods, but whose margin of profit was much greater. "The present plan of taxing incomes," Mr. Goodwill continued, "seems to be pretty fair. Profits should stand some of the tax. As it now is, the successful business pays part, and the large shareholder pays, as well, on income. Small shareholders are getting off, in some instances, scot free. Both profits and incomes might be taxed."

Mr. Goodwill feels that care should be taken not to curb the application of capital in furthering industrial activity. To penalize the manufacturer unduly would naturally be to curb operations, and this, in the long run, would work out unfavorably.

Royal Cluxton, manager of the Canada Paint Co., stated that, while he had not given the matter consideration, on the face of it the proposal would seem to be unworkable, that is, for certain lines of business in which the turnover, though large, yielded but a very small net profit. The present plan of taxation was working out fairly well, Mr. Cluxton thought, and would, perhaps, work as well, if not better, than the plan suggested. Probably this existing plan could be readjusted to serve the needs of the Government in meeting the excessive obligations of debt with which it has to deal.

Among retailers there has not been, apparently, a wide consideration of the proposal.

Max Hill, manager of the James Walker Hardware Co., Ltd., Montreal, had not learned of the matter definitely, but had no hesitation in expressing his unqualified disapproval of the plan. "It is," said Mr. Hill, "one of the most positively absurd proposals I have ever heard. One may have a very large turnover in a given year, and make very little money. I do not see how such a plan can be made to work; it is the limit of anything I have yet heard of."

H. L. Philbin, of M. Philbin Hardware Co., St. Catherine Street, had not given the matter consideration, but was about to go into it. Mr. Philbin stated that there are so many lines of hardware that have not been moving, and, therefore, yielding no profit, as well as many lines that were carrying but a limited margin of profit, that the taxing of turnover might very probably work a hardship. As to whether it would be an improvement over the present plan of taxing excess profits, he was not prepared, at the moment, to say.

Two Montreal hardware jobbers, on being consulted regarding the proposal, had not given the matter much thought. Whether the new proposal would be more desirable than the present plan of taxing excess profits was, to them, not clear without further thought being given the matter. In any case, both these jobbers thought that the present tax was heavy enough. Probably the proposal to tax turnover would be satisfactory, but neither would commit himself as to which plan would work out to the best advantage.

J. A. Banfield, of Winnipeg, president of the Dominion executive of the Retail Merchants' Association, expressed some decided opinions on the question of taxation as it affects the retail merchants. The proposed tax of one per cent., or a half of one per cent. on the gross sales of all retailers, was, he thought, a step in the wrong direction. If revenue was to be collected on the necessities of life it should be done at the producing, not the distributing end.

"If the Government undertook to get a supply of water from a certain lake, would it not go to the lake itself, or its large outlet rather than to the thousands of little tributary outlets?" Mr. Banfield asked.

"The same thing applies to the taxation of retailers," he continued. "To tax the gross sales of individual retail merchants, it would first be necessary to establish the correct figure of sales. To do this auditors would have to go through the books of each merchant. If this step were not taken, what would prevent misrepresentation of sales? Auditors don't work for nothing, and fees would total a considerable figure. Add to this the expense of collecting and of maintaining a huge accounting staff, and I believe that any revenue which would be derived would be eaten up by expenses.

"Retailers will undoubtedly oppose this proposed legislation at Ottawa, and it won't be from selfish motives," continued the trade executive. "The purchasing public will have to pay this tax in the end, wherever it is imposed. It will be the object of the retail merchant to see that the tax is applied in such a way that it will cost the public least in expenses. I repeat that the logical person to tax is the manufacturer."

In Mr. Banfield's opinion, however, the whole plan was unjust to the general public. The Government undoubtedly was in need of money and it was of prime importance that this money should be raised.

"But why tax the necessities of life?" he asked. "The man who should be made to pay is the man who is buying luxuries. Let the Government tax the man who pays a hundred dollars for a suit of clothes, and not the man who pays $40 or $50. Tax the man who pays $6,000 for an automobile, and not the one who buys one for $1,000 for use in his business. If this were done the money would be raised without difficulty and from people who can afford to pay it." (Continued next page)

Support the Turnover Tax

Some Sections of Trade Favor Tax on Sales—Views of Manufacturer and Wholesaler

THE CONSENSUS of opinion among various sections of the trade in regard to the rumored tax on turnover as a substitute for the excess profits tax heretofore in effect, is that the former will be a more efficacious method of meeting the country's obligations, and will eliminate many of the bad effects of the system now in vogue. There is no question that the Government has had difficulty in collecting the tax on excess profits, and that many firms in all lines have not been paying their full share of taxation. The application of a tax on profits, furthermore, has tended to discourage efficiency in merchandising, and as such it has been looked upon for some time as an evil, necessary until some better method of taxation could be evolved.

When seen by the representative of HARDWARE AND METAL, a prominent manufacturer expressed the opinion that the Government should adopt businesslike methods in regard to its obligations and should pay its debt as quickly as possible. No doubt the proposed tax on turnover would be a more efficient and equitable means of raising the necessary funds or it would not have been suggested. He was of the opinion that some method of taxing both turnover and excess profits could be applied, as it would result in drawing all possible revenue from sources where it would be least felt. The proposed idea of levying taxation would require a great deal of accounting, but the plan could be worked out on a more definite basis than a tax on profits for the reason that where it is difficult sometimes to establish exactly what constitutes profit, there is no question whatever about turnover and details of turnover are therefore more accurate and easier to obtain.

Export Trade

The question of export trade in relation to a tax levy on turnover was brought up. It was suggested that in the case of a tax of a certain percentage on turnover the maker would be more inclined to add the amount of the tax to the price of the goods at the time of sale. This being the case this action might result in bringing about unfair competition in foreign markets where Canadian-made goods would stand in competition with foreign lines which were not affected by such a direct taxation. There are details such as this which would require a close study on the part of those who would put the plan into effect.

"I have never seen our business conducted on such close margins as recently," said this manufacturer, indicating that trading in his products was being done on margins as low as a quarter of a cent to-day, where formerly changes were made on a margin of five or ten cents at least. This indicates that conditions existing to-day have made it necessary to conduct some lines of business on a much smaller margin than heretofore. To such branches of business, and to the great number of others which are always conducted on small margins of profit, the application of a tax of say 1 per cent. on sales would mean a great deal. Undoubtedly a scale of percentages would have to be worked out in order to make an equitable distribution of responsibility. This manufacturer has been watching the markets on raw and finished products of various kinds, and has noted that even while the prices of some raw materials have taken a substantial drop in price, that no corresponding decline has been noticed in the price of the finished product made from those raw materials. This indicates that the percentage of profit varies a good deal and is much greater in some businesses than in others. While such businesses would pay their portion of tax under the system of taxing excess profits, it is quite evident that it is a much more effective manner to apply the tax to the article in question at the time it is sold.

Profits Tax Discourages Efficient Methods

"A tax on profits has a tendency to discourage a merchant from following out the most efficient plan of operation, because he has the knowledge that a big portion of his profits above a certain point are to be confiscated," said the financial manager of a large wholesale hardware house, pointing out that this had always been the evil point of the tax system based on profits. The Government recognized this some time ago and had considered taking off the tax even before any substitute was mentioned. He indicated that the taxation on the basis of income had been unwieldy and difficult to apply, but it would be necessary to scale the percentage of tax on the basis of turnover so that it would apply in right proportion to each particular line of business, as even a tax of 1 per cent. in some businesses, such as milling or packing, would mean a great deal. In such lines of business as those mentioned the percentage of profit is small and the turnover is large. A very small tax on turnover might add considerably to the cost of the article produced and thereby bring about higher costs of necessities. This was one of the important points brought out by the Saskatchewan Retail Merchants' Association when discussing the projected plan of taxation.

Under the proposed plan he pointed out that luxury lines should be required to pay a higher percentage of taxation than necessaries, in order to assist in bringing about a better financial condition in the country. Under this plan the Government would secure its returns much more regularly, and it would undoubtedly be a distinct advantage for this tax to be paid on a monthly basis. Government inspectors would have little difficulty checking up returns, as it would not be necessary to investigate fully into costs, etc. With regard to goods imported into this country taxes on such would be imposed through the importer. On goods exported to foreign markets, he indicated that the percentage of taxation would be so small as to render it of little account insofar as it would so affect prices as to render competition difficult.

"The best method of taxation will be that which is fair to all and the one which will least interfere with present business methods," he stated.

Registering Parcels Holds Up Mail

Reported Practice of Mail Order House Entails More Work to Detriment of Business Interests in General—How Retail Trade is Affected

AT A time when the Post Office system throughout the country is suffering from a shortage of efficient help and other handicaps which are a development of prevailing conditions, HARDWARE AND METAL learns that a new factor which may seriously interfere with expeditious service has developed in the use of the registered mails for the delivery of parcels. About three weeks ago the Robert Simpson Company, Toronto, having experienced considerable loss through non-delivery of parcels, commenced the registration of consignments by parcels post, the idea being to protect the company against loss and the customer against inconvenience.

Parcels going in this way have to be carefully entered at point of mailing and at their destination, and records have to be kept every time they are handled in process of transportation and delivery. Any large volume of parcels cannot, therefore, be handled without serious disorganization or general readjustment of the first-class mail facilities, as registered mail must have precedence. At a comparatively small expense, therefore, the big mail order houses can secure a preferred and very expensive service in conducting their business by mail in competition with the local merchants.

Just Half the United States Rate

In the United States parcels cannot be registered in this way under parcel post rates. There the rate for registration on all mail matter is ten cents for each parcel — which is double the Canadian rate. And not only is this service being given in Canada at a rate which must seemingly entail a serious loss, but another result is disorganization, which will become more serious if the practice is continued and developed.

The express companies have a much more simplified system of handling their parcels. An entry is made when the parcel is received and when it reaches its destination. But of course express parcels do not receive the same care as registered mail, although delivery is usually guaranteed to cover the value. The attention given to registered mail is out of all proportion to the charge made.

Comparison With Express Charges

If, as generally accepted, the parcels post system is being conducted at a substantial loss, it is obvious when rates are examined that further loss must be entailed by the general use of the registered service for parcels at the fee of five cents. The greater the distance of transportation the greater the loss involved. For instance, the express companies charge $1.60 for the delivery of an 11-pound parcel from Toronto to Victoria, B. C. The parcel post rate is $1.32. For an additional five cents this 11-pound parcel would receive the special attention necessary for registered mail all the way to the Pacific Coast, the total charge being only $1.37 by the Post Office, as against $1.60 by the express companies. The following figures of comparative charges — from Toronto — are of interest:

		1-lb.	6-lb.	11-lb.
Victoria	—Parcel post	12	72	1.32
	Express	40	1.00	1.60
Calgary	—Parcel post	12	64	1.14
	Express	40	80	1.25
Winnipeg	—Parcel post	10	40	70
	Express	35	70	1.00
Sudbury	—Parcel post	10	30	50
	Express	30	40	45
Brampton	—Parcel post	5	12	22
	Express	30	35	50

Some of the mail services, we are informed, have been utterly disorganized since this system was started. With the registered mail receiving first consideration, other mail matter has necessarily been neglected. Newspapers and other publications have been seriously delayed. Subscribers from many points are complaining that they are not getting their papers and magazines on time. This is a situation which promises to become further aggravated if something is not done by the Post Office Department to prevent the registration of parcels for a fee so ridiculously small considering the service entailed.

Discrimination Against Merchants

There has been an agitation to raise the postal rates in Canada on papers and periodicals. These rates are not low compared to the service required to take care of a registered parcel at a fee of five cents. Then, too, there is a difference, generally recognized under the Postal Union, between publications which have an educational value and merchandise which competes with local merchants. There will undoubtedly be wide objection by subscribers generally if they are called upon to pay higher subscription rates when the Post Office is serving the department stores at less than cost. This would apply particularly to the many readers of trade newspapers who have to face the keen competition of the department store.

Garnishee Law is Satisfactory Only on a Percentage Basis, Weekly or Monthly

Retail Merchants' Association Objects to Amendment Providing That the Amount of Wages Exempt From Seizure be Increased From $25 to $50 — Merchants Express Opinions on Suggested Changes in Garnishee Law

THE proposed amendment to the Wages Act has been brought before the Ontario Legislative Assembly by R. L. Brackin, M.P.P. for Kent County. This bill will have such amendments before it reaches its last reading that the context will likely be entirely changed. The original amendment as introduced by the member from Kent provided that the amount of wages exempt from seizure or attachment be increased from twenty-five to fifty dollars. This was objected to by the Retail Merchants' Association which, together with a suggestion by another member of Parliament, further amendments have been suggested.

As the Act stands, a man drawing his pay weekly has at the best little above $25 to be seized, whereas the man with a monthly salary of the same amount per week has three times the amount liable to attachment in event of his being unable or unwilling to meet his honest debts. This is considered unfair, both to the creditor and to the man who is paid monthly.

What the Sponsor Says

"Hardware and Metal" interviewed R. L. Brackin, the sponsor of the Bill, who said: "The bill is at the present time before a committee and I believe I am safe in saying that before it comes before the House again, its context will be radically changed. I am confident that the section in question will read similar to the same clause in the Michigan State Wages Act, that is, a percentage basis will be determined instead of any fixed sum. In consequence everyone is on an equal footing and the merchant is legally entitled to something in cases where he could get nothing previously. The percentage system will be based on the amount of the wage, the number of the family and the amount of indebtedness. Therefore, according to the final proposed amendment, a man may be forced by law to pay weekly a certain proportion of his income until his account is cleared."

"Hardware and Metal" also interviewed a number of merchants in regard to the matter. E. F. Mason, proprietor of two grocery stores in Peterboro, when asked for his comment on the amendment, pointed out that it would not be very hard to make an improvement on the present law. The grocer is the one tradesman, he said, who is most affected by credit systems. His business is to supply the daily necessities of life and his very goodness often leads him into losses that are easily foreseen. We sometimes cannot bear to see a man's family starve, even though we know our chances for getting our returns are very poor. Every year we allow for certain bad accounts which are no more than charity.

Very Seldom Refuses Credit

"If a man is sick or out of work, few grocers would refuse to give him enough credit to keep his family from want and yet we invariably find that the man who has nothing laid aside for a rainy day is the man who when working catches up on his account, and he goes to another grocer and pays cash rather than face the merchant to whom he owes both money and gratuity. So we lose both our money and our customers. Another thing we frequently find is the man who can least afford to carry a heavy account is the one who is most extravagant in his buying. This requires a great deal of tact on the part of the merchant so that he will not offend and at the same time protect himself and his customer from heavy loss and an embarrassing account. Only on very rare occasions do we resort to legal proceedings, although we are rightfully entitled to it. It is too expensive a procedure to be undertaken every time we wish to extract what little over twenty-five dollars a week a man earns. In my opinion, if the new amendment is adopted it will not only be in justice to the retailer—hardware merchants especially—but it will be justice to the working man, in that it puts every man on an even basis. It will also have the effect, to some extent, of making the merchant less fearful of his accounts. As a result some really deserving of consideration will not be refused because of the heavy risks the dispensers of the vital necessities of life have to take when they favor their customers with credit.

The great trouble in the hardware business has been that the merchant's good nature gets the better of his business principles and his cash register suffers too severely on account of this charity. The retailer is more exposed to this than perhaps any other business man."

Provincial Secretary R. M. A. Dubious

When the first amendment to the present Act was proposed by R. L. Brackin, it met with opposition and disfavor from the Retail Merchants' Association, represented by W. C. Miller, the provincial secretary. Apparently as a result of this representation, the second amendment has been brought forward by the member from Kent County.

"From my knowledge of the present Legislative Assembly," W. C. Miller remarked to "Hardware and Metal" on the proposed amendment, "I cannot readily believe that they will be particularly looking after the welfare of the retail merchants. The present Act has remained unrevised on the statutes for twenty-seven years. The original amendment would have been very unjust to the merchants who in times of stress have been bankers to the people. If, however, the Government would be prepared to give us legislation that would allow us a garnishee on a percentage basis that would be automatic, weekly or monthly, until the account was liquidated, it would relieve matters for the merchant to a great extent.

"The present law requires the outlay of five dollars for every writ issued and in many cases the returns are hardly worth while. Besides this, it is a very easy matter for a dishonest debtor to evade even a writ of garnishee. My personal opinion is that as a result of the first proposal, we can hardly expect any amendment that would concede so much to the retailer."

Continued on page 64

MAKE GARNISHEE LAW OF REAL BENEFIT

The discussion in the Legislature of Ontario of the Garnishee Law will be of interest to the grocers of the Province, as possibly more than any other class of merchant the grocer is vitally affected by the Garnishee Act. That the original amendment providing that the amount of wages exempt from seizure or attachment be increased from $25 to $50 does not meet with much favor by the Retail Merchants' Association is evident, in the expression of opinion by W. C. Miller, secretary of the Ontario branch. It would have been very unjust to the merchants, it is pointed out, who in times of stress have been bankers to the people. Legislation that will allow merchants a garnishee on a percentage basis that will be automatic, weekly or monthly, until the account is liquidated, will be welcomed by the Retail Merchants' Association. Making use of the present law by the average grocer is too expensive an operation to be used frequently. In most cases the returns are hardly worth while.

EDITORIAL COMMENT

CAUSES OF INFLATION

FOLLOWING Frank A. Vanderlip's address before the Canadian Club in Toronto a short time ago, there were many who expressed the opinion that he was altogether too pessimistic. However it is noteworthy that several of the predictions which he made at that time have since been fulfilled. In a more recent address, Mr. Vanderlip, who was formerly president of the National City Bank, New York, stated that in his opinion the inflation of United States currency and of bank credit has, more than anything else, been responsible for the per cent. rise in prices in the last six years.

"There are three things upon which real prosperity must be based," he said. "These are ample capital, efficient labor and an application of sound economic principles. We are prosperous to-day in face of all three fundamentals, and our prosperity is false as well as dangerous.

"Incomes to-day are larger than ever before. The chief reason for this is the Government taxes.

"But even were taxes reduced the situation would not be sound. The contention is that labor is only 60 per cent. efficient. There is no non-employment to-day. And yet, despite the fact, our productivity is lower than it has ever been."

Canadians are awaiting the Budget speech of the Finance Minister, at Ottawa, as a great deal of interest has been aroused as a result of rumors that changes will be made in taxation methods. Regarding the inefficiency of labor, Canadian manufacturers have also experienced lower productivity, despite constantly advancing wages.

STERLING EXCHANGE GETTING BACK TO NORMAL

THE return of the English pound sterling to the four-dollar mark has caused rejoicing in business and financial circles in England and in Canada. The rapid scaling of the 90 cent stretch since sterling reached the low level of $3.13 in United States currency is an indication of the financial stability of the British Empire.

While recent shipments of gold to the United States from Great Britain have undoubtedly influenced the situation to some extent, there have been other more important influences at work. The British spirit has triumphed in its dogged determination to bring back the leadership of the financial world to its former seat. British exports to the United States are relatively small, but exports to foreign markets have been growing in volume, and throughout the whole process this has tended to strengthen British trade in the markets of the world. It is significant that at no time did the high exchange on sterling in the United States cause much apprehension among British manufacturers, but undoubtedly a return to more normal conditions of exchange will be a big help to trading conditions between America and Europe.

The United States price on Canadian money is increasing, and this has, no doubt, been assisted by the adjustment of sterling exchange. The recent movement into Western Canada of settlers from across the border has resulted in transferring much wealth and credit from the American to the Canadian side of the line. Then, too, there has been response in Canada to the appeal for rigid economy and the cutting down of trade in luxury lines. The condition tends to give confidence in regard to the outlook for business tax?"

DID THIS EVER HAPPEN TO YOU?

HARDWARE AND METAL has recently received a leter from a subscriber, stating that last May he gave an order toa travelling salesman for a quantity of a certain commodity which was to be delivered as the merchant required, up to July of the same year. The merchant states, "We got several lots, and then we couldn't get any more. We kept phoning, but always got the same answer, that they hadn't any." In the meantime this article had advanced very materially in price. Apparently Mr. Merchant is another victim of some wholesaler, who considered they have a perfect right to refuse to deliver orders after the price has advanced. This is a breach of contract and the merchant could recover the loss sustained by reason of refusal to make deliveries.

THE war is pretty much over in various corners of Europe, but we are approaching the season of the year when the speckled hen is apt to get over the fence and make a frontal attack on the neighbor's Dutch setts.

25-Year Anniversary Message

Watson Smith & Son, Shubenacadie, N.S., Adopt Novel Plan of Showing Gratitude to Customers on Completion of 25 Years' Business—A Personal Message of Thanks Combined With Details of Growth and Advertisement of Some Leading Lines Carried

THE twenty-fifth anniversary of the hardware business of Watson Smith & Son, of Shubenacadie, N. S., was marked by the sending out of a message to all who had contributed to the success of the business. An attractive four-page pamphlet was used for the purpose, the two centre pages of which are reproduced herewith. The pamphlet was replete with illustrations, and served as an attractive messenger to carry the gratitude of the owners of the business, as well as serving as an advertisement of a number of the store's leading lines.

The front cover of the pamphlet contained the message, under the heading, "The Store With a Stock," by which the Watson Smith business has come to be known during its business career from 1895 to 1920.

Continuing the message the following statement appears in a panel:

"It is twenty-five years since I began business in Shubenacadie and I wish to take this opportunity of thanking all who have contributed to the success of my business.

"In the year 1895 we made 150 milk cans.

"In the year 1919 we made 3,612 milk cans.

"Our can trade alone extends over the whole Province, from Cape Breton Island to Halifax. In 1900 we branched out into hardware, and to-day we have a far-reaching trade in this line, together with plumbing, furnace and mill supplies.

"We have endeavored in the past to keep our hardware store right up to date in every respect, and we carry the best goods we can buy.

"Many new lines have been added to our stock, such as automobile accessories, Wear-Ever aluminum cooking utensils, Pyrex glassware, Columbia Grafonolas and records, Massey bicycles and accessories, "Ever-Ready Daylo" flashlights, Columbia No. 6 dry batteries.

"With these new lines added to our large stock of hardware, we are in a better position than ever to look after the wants of our customers and to give a better service.

"If you do not see what you want in our store, please ask for it. We surely must have it; if not, we will be only too pleased to get it for you.

"Service is our motto."

It is rather an unique idea for a retail store management to send out such a message of gratitude on the completion of such a period of business. The suggestion is a good one, as it serves to consolidate the strong position which such a store must have achieved before it would be justified in sending out such a message. The novelty of the plan serves to create interest therein and it undoubtedly brings much appreciation from customers.

THE CLERKS DEPARTMENT

Are You in Right With the Boss?

Learn to Think for Yourself—Work Harmoniously With Fellow Employees

Some points of interest to retail clerks in their dealings with "the boss" are brought out in the article following, as written by Frederick C. Russell in the "People's Favorite Magazine."

"One of the first things I learned after entering business," writes Mr. Russell, "was the necessity of keeping in right with the Boss. That, furthermore, this does not consist of merely doing one's work properly. For the Boss is liable to "bawl you out" for the slightest thing, even though your work is generally satisfactory. After getting "in wrong," as we say, for several minor things which I knew I should never be able to conquer I began to cast around in my mind for a plan whereby I could keep on the right side of the Boss continually.

Believing that the best lessons are learned from the other fellow's mistakes, I looked around the office until I found the chap who was famous among us for always being "in wrong." I resolved to study him carefully and that anything he did I wouldn't do.

He was an arduous worker. To be exact, a good accountant who seldom made mistakes, married, experienced, and considerably older than myself. Yet the odd part of it was, the Boss always singled him out for a "jawing." I know it worried the poor fellow, because he was forever telling us of his tough luck.

One thing was certain: He was bereft of the ability to think for himself. Whenever he found a snag in the books —and the mistakes were always made by somebody else—he would run to the Boss with his troubles.

I jotted this down in my memory as point number one: Think for yourself! the Boss has his own troubles.

As a consequence, the Boss soon got the notion that so long as he had to operate the fellow as one would an adding machine there was no reason why he should ever raise his salary. He didn't.

It was amusing to watch the poor fellow's expression when being called down before the whole office, while the chap who really was responsible for the error went about his work and minded his own business.

I happened to be in the private office of a very busy and consequently very successful business man with whom I was personally acquainted. It was the usual scene of the Boss' desk—fairly littered up with everything from invoices to patent-medicine circulars. The chief himself, cigar in mouth and brow wrinkled, was plowing through a mass of correspondence. A stenographer sat by his side. They were a busy pair to say the least. I figured that they had all on their minds that they could reasonably stand at any one time. But—in the midst of it walked a tall, lean, middle-aged fellow who is best described as part of the office equipment. He was the sort of employee who looked as though he had always been one of the bookkeepers and probably always would.

His cringing attitude told at once that he did not wish to intrude but that it was necessary for him to have a few words with the Boss. His fidgeting finally attracted the executive's attention.

"Well?" he queried.

"This Morgan matter, sir, I have been working on it now for two days. Can't seem to straighten it out."

The answer was abrupt. It was the sort of reply that would have completely unnerved any fellow who was new at the game. To the bookkeeper it was a bitter pill to be taken as he had taken many a one before.

I recall once having had a difficult time of it explaining what practical use the psychology I was studying at college would be to me in everyday life. Here then before my very eyes was a scene which one could only describe as being psychologically all wrong. The time and the place were not appropriate. But the bookkeeper did not see it that way. He was the sort of person who lives in the belief that some are born lucky.

According to my resolution I made this mental notation: never discuss unpleasant matters with the Boss when he is busy, rattled, nervous or irritable. He will only answer you abruptly and, in turn, unnerve you. Furthermore, it is bad policy to carry your petty troubles to your employer. Keep them to yourself. He has his troubles too.

I know a chap who, though he had only worked for his concern during the summer, asked the Boss for a short vacation on the day the armistice was signed—and got it. There is the whole psychology of the thing in a nutshell.

No matter whether your ability is so great that the Boss cannot get along without you there are certain litle ways of doing things that make your relations with him more agreeable—and incidentally make your position surer. Many a good man parts company with his superior not because of lack of knowledge of the particular lines of business, or the ability to apply it, but simply because of a complete inability to work harmoniously. An employer has a habit of judging your ability to discuss business with others from the way in which you discuss it with him.

Thus, for example, if you are a salesman and you continually attempt to confer with the Boss when he is not in the mood to discuss matters with you he will naturally get the notion that you do the same to customers. If your sales record is none too good he will put two and two together, conclude that you are the "buttinsky" sort and, accordingly, fire you. Yet you may treat the customers with the utmost respect. If the Boss misjudges you, that is your own funeral. "Blow your own horn" is a good slogan, but "give the right impression at the right time" is better.

It behooves a man, therefore, to cultivate the habit of systematizing his ways and means of dealing with the Boss. Each gesture, each question, each answer, each suggestion must be carefully gone over so that it will produce the precise effect desired. I have discovered that every moment spent in the presence of my Boss is a psychological one. I may get along wonderfully well with the customers, the clients, or whatever they happen to be, but they are not the ones who are employing me. If I can't get along with the man who is, I might just as well begin looking for another job.

I learned too, by studying those around me, the fine distinction between sociableness and freshness. One chap never smiled when in the presence of the Boss; another was continually jesting. I thought I would follow the example of the latter. But soon I found this sort of familiarity gets one nowhere. If you are a "kidder" the Boss will seemingly be friendly to you, but your line of talk doesn't sink deeply. You will soon be the goat of the office, and when the Boss is looking for some one to take care of the bigger things he will pass you by as "frivolous."

Yet I knew I would never get along

if I were a grouch. Plainly, then, it was up to me to strike a deportment somewhere between the two which, though it seems easy, is always difficult. Moderation always is.

Though others formed the habit of referring to the Boss even in his presence as "the Boss" and often addressed him without the usual formal title, I made it a rule to speak of him even to my companions as "Mister So-and-so." I soon discovered that he respected me the same way. Moderation in familiarity was, therefore, the third rule I resolved to follow.

I was resolved that the little trifles should not stand in the way of my success. Thus it was that I realized the necessity for some means of counteracting the bad effect mistakes have on the Boss, though I could not see my way clear to resorting to the so-called "white lie." I knew that mistakes when cleverly covered are gone and forgotten —and that is where we wish all mistakes were. The Boss expects you to make errors. If you didn't you wouldn't be human. Having made a mistake, however, he surely doesn't want you to dwell upon the fact. The thing to do is to rectify it as quickly as possible. All of which is quite sufficient warning against a recurrence, so cover it up methodically and cleverly. If we stopped to dwell upon mistakes we would soon be blinded to progress.

And so Anyman, standing before his master of the day, receives his "don't bother me about that now; I'm too busy" or, at most, scant recognition. He turns to go, but the Boss adds:

"Oh, this Jennings matter," meanwhile shuffling among his papers, "how did you come to slip up on this?"

It is a mistake—commonly called a "bull." Anyman starts explaining why, where, and how it happened. But that isn't what the Boss wants to know. The important thing at the moment is to find a way to correct the error. Thus Anyman who is "on" to the systematic way of dealing with the Boss will immediately advance the best possible suggestion and will reassure him that the matter will turn out in a satisfactory way. This is apology enough and it shows, in addition, that you are at least resourceful. The same might be said of any situation which might arise: Better advance a wrong solution than none at all. In this way you give him the idea that you are "trying." To give the Boss ideas which will be to your advantage is the fundamental factor in your system of working with him. There's an idea, too: Work with the Boss, not for him.

I made a note of this, too.

To continue. Any man is naturally off his guard. The situation is a cue for the Boss to query him on everything. Thus he asks:

"Did you call up Jones as I suggested?"

"No, sir, I forgot," is the reply. And that settles it!

Forgetting is a universal habit. But nothing is ever gained by saying, "I forgot." Do what you forgot to do and then it will be done. Here again one is tempted to resort to the white lie by saying, "the line was busy," "he wasn't in," etc. These are time-worn excuses and though they are better than "I forgot," nevertheless constant use of them will get you into a bad habit. If you had forgotten it is better to say: "I'll call him up right away." The Boss doesn't know whether you have forgotten or called up the party without success. One thing the Boss does know; you are doing it now!

To keep in right with the Boss you should talk over matters with him at the opportune time which, by the way, is the time convenient to him, not to you. You must give him favorable impressions at all times and under all circumstances, and should you fall down in any particular line you should be ready to make up for it in another. You must study the effect of your methods upon him.

Common-sense courtesy, of course, must be the basic part of your system. A blend of business and pleasure is always desirable.

After gleaning the reasons why others didn't get along as well as they should I formulated a series of rules which I followed to the letter when dealing with the man above me. I realized that though I was working with him—since we were essential to each other—the Fates were on his side, so to speak. He had succeeded and I had not. That is, not as yet. I could not treat him as I would a companion because I was not up to his par of business experience, but that if I wished to rise and command respect from him I must first respect him.

In one large office in particular there are at least a dozen men who I am quite sure have more ability in their particular lines than I, but I know they will have a difficult time rising because they continually let the little things stand in the way of their success. The sum total of these little things is their inability to keep in right with the Boss.

RE-ARGUMENT GRANTED IN BOARD OF COMMERCE CASE

Ottawa, April 6.—A re-argument has been granted by the Supreme Court of the application to test the jurisdiction of the Board of Commerce and the constitutionality of Section 17 of the Combines and Fair Prices Act, under which the Board of Commerce is given powers as a price-fixing tribunal. A rehearing will take place in the Supreme Court on May 4 next.

The application was brought on March 15 by counsel for the Retail Merchants' Association, the Canadian Manufacturers' Association, the Attorney-General of Alberta, and others, to question the intro vires of the act in forbidding hoarding of commodities, in appointing the Board of Commerce to impose penalties for offences against the act and require Provincial courts to enforce them, in giving the Board power to decide unfair profits in purely provincial transactions, and in prohibiting export of commodities from Canada.

When the Supreme Court sat to-day to read judgments at the end of the term, no judgment was handed down in this particular case, and it is understood that no judgment will be given until after the rehearing of the case.

Legislation Affecting Manitoba Merchants

Amendments to the Shops Act and the Transient Traders' Act—Proposals re Extracts and Essences

The Shops Act in the Province of Manitoba has been amended to permit rural municipalities, villages, and towns to pass by-laws making Thursday afternoon from 12 o'clock noon a half holiday for the whole or any part of the year. Cities may pass by-laws making such day or days half holidays during the whole or any part of the year as are determined by the class or classes of trade desiring the same.

The Retail Merchants' Association opposed the registration of the assignment of book debts which called for the registration in the office of County Clerks of every assignment of book debts by every retail trader within thirty days from the date such assignment was made. Under this Bill, retail merchants were to be subjected to special treatment. In other words, it was class legislation. Mr. Edwin Loftus, K.C., and Mr. Horace Chevrier represented our Association. The Bill was killed when it reached the Law Amendments Committee.

During the present session of the Manitoba Legislature an amendment to the Transient Traders' Act was passed. Now all distributors who are peddlers or transient traders will first have to obtain a provincial license, then a municipal license before trading in any locality. The peddler or agent must wear a badge. Penalties are fixed for those who do not comply with the law and report to the proper local officers before soliciting business.

In the proposed amendments to the Temperance Act, reference is made to th handling of extracts and essences. Every dealer is required to keep a record of every sale of every 2½ ounce bottle of flavoring extract or essence. Strong opposition was registered against such a proposal by the Retail Merchants' Association, and the following provision was agreed: Great care should be exercised in selling extracts or essences, as many cases have been reported indicating that these extracts or essences have been used for improper purposes.

EVENTS IN THE TRADE

BUSINESS CHANGES

Island, Alta.—M. Leitch, hardware, etc., has sold out to John MacDonald & Co.

Montreal.—Lebeau & Lebeau, hardware merchants, have sold out their stock.

T. Mortimer, manufacturers' agency, 64 Wellington W., will in future be known as T. Mortimer & Co.

Galt, Ont.—Alex. McKenzie, hardware, has purchased a block of two stores on Ainslie St. and will move his business to this location.

Cameron & Campbell, woodworkers, Toronto, have dissolved partnership and the business will in future be conducted by Donald Cameron under the name of Cameron & Co.

Niagara Falls, Ont.—H. Bickle, of Buffalo, N.Y., has purchased the hardware business of E. T. Hart. Mr. Hart has been in business here for some years, having purchased the business of J. Rumble.

Woodville, Ont.—Messrs. J. S. Dure and brother, E. H. Dure, have commenced hardware business under the name of Dure Hardware Company. The store formerly under the name of Smith & Co. will be occupied.

FIRE LOSSES

Smiths Falls, Ont.—Cameron & Leacock, hardware merchants, sustained loss by fire early this week.

OBITUARY

Moose Jaw, Sask.—John Hawke, one of the founders of the Moose Jaw Hardware Company, is dead. Mr. Hawke was a pioneer business man and a citizen of Moose Jaw for 18 years. He is survived by his wife and two sons, one of the latter being W. B. Hawke of the Moose Jaw Heating and Plumbing Co.

There died last week at his home in Montreal, George E. Curtin, a well-known Montreal business man, who had for upwards of twenty years been engaged as accountant for the Canada Steel Foundries Company, Limited. Mr. Curtin was only 51 years of age, and was the son of Philip Curtin.

PRAIRIE PROVINCE EXHIBITIONS

The dates for this year's circuit and series of exhibitions in Western Canada are as follows: Calgary, June 28 to July 3; Edmonton, July 5 to July 10; Saskatoon, July 12 to July 17; Brandon, July 19 to July 24; Regina, July 26 to July 31.

PERSONALS

W. H. Lamont, financial manager of H. S. Howland, Sons & Co., Toronto, was recently appointed to the council of the Board of Trade.

MONTREAL PERSONALS

Morris Wheeler was in the city this week, representing his principals, Sargent and Company.

Wm. J. Wright, manager of E. F. Houghton and Co., Philadelphia, called on the Montreal trade during the week.

MONTREAL NEWS

The Renaud Motor Supply Co., of Montreal, has given up the retail business and will in future do a wholesale trade. A staff of salesmen has been engaged for this purpose

W. S. Leslie, president A. C. Leslie and Co., Ltd., Montreal, left on Thursday for St. John, and will embark on the Empress of France for England. Mr. Leslie is accompanied by Mrs. Leslie and family, and they will be absent several months, and will also visit the Continent.

TRADE NOTES

Aurora, Ont.—The Anchor Construction Company has been granted the lot which was the former site of the Office Bureau Building, and will proceed with the manufacture of safety matches.

The office of the Canadian Asbestos Company, Toronto, is being moved from 214 King Street E., where they have been for some years, to their new office opposite the main entrance of the new Union Station.

BRANCH MANAGERS TO MEET

Branch managers of the various warehouses of the McClary Manufacturing Company, from Halifax to Vancouver, will meet at the head office in London on Monday, April 12, for a conference. The conference is expected to extend a week.

B. S. A. SPORTING GOODS HOUSE OPENS OFFICE IN U. S.

B. S. A. Guns, Ltd., of Birmingham, England, have recently opened offices, show rooms, and warehouse in the United States. The American interests of the company are in the hands of the Production Equipment Company, New York City.

Arrow Bedding Ltd., has been incorporated with head office in Toronto to manufacture and deal in beds, bed springs, etc.

CHANGE IN ORGANIZATION OF T. MORTIMER & CO.

T. Mortimer & Co. has taken over the agency business for many years carried on by T. Mortimer, Empire Building, Toronto.

The personnel of the company is now T. Mortimer and W. G. Marston, the latter having been for several years assistant buyer for H. S. Howland, Sons & Co., Ltd., Toronto. The policy of marketing goods through the jobbing trade will be adhered to as in the past.

R.M.A. OPPOSES EIGHT HOUR DAY

In view of the fact that the eight-hour business day question is now receiving much public attention, the action taken by the Dominion Board of the Retail Merchants' Association of Canada at the last meeting regarding this matter is of interest.

The stand taken by the Association was that experience with the present system has proved that it is a perfectly fair and sound one and quite in keeping with good democratic government. The Association therefore went on record as being satisfied with the present system of determining the hours of labor as far as the retail merchants were concerned, and asked that in any legislation being planned the merchants be exempted so as to allow them to continue as at present under provincial legislation.

PROVINCE BUYS SEWER PIPE

At a recent sitting of the Ontario Legislature Mr. Gray enquired as to whether the Department of Highways had purchased any vitrified or glazed sewer pipe since Nov. 13th, 1919; for what purpose it was to be used; what quantity of each size was purchased and at what price; and as to what was the quality of the pipe.

Reply was made by the Minister of Public Works to the effect that such pipe had been purchased since the date mentioned, and it was to be used on side roads and entrances. Quantities and prices of pipe purchased were as follows:—8 inch tile, 800 feet at 18 cents per foot; 12 inch tile, 2,286 feet at 36 cents per foot; 15 inch tile, 2,848 feet at 51 cents per foot; 18 inch tile 1,016 feet at 75 cents per foot; 24 inch tile, 20 feet at $1.29 per foot; 30 inch tile, 30 feet at $3.24 per foot. The first five sizes mentioned were of No. 2 quality; the last one mentioned being No. 1 quality.

CANADIAN EXPLOSIVES READJUST SALES FORCE

Staffs of Canadian Explosives, Ltd.; Canadian Fabrikoid, Ltd.; Dominion Cartridge Co., and Arlington Co. of Canada

Through the absorption of many new companies Canadian Explosives, Ltd., have been required to make extensive readjustments of sales forces and make announcement of the following changes at head office and at other points:

Winthrop Brainerd, vice-president, charge of all sales; E. W. Monk, general director of sales; Reginald Grubb, director of sales, Canadian Explosives Ltd.; W. A. Cotton, director of sales, Canadian Fabrikoid, Ltd.; E. H. Johonnot, director of sales, Dominion Cartridge Co., Ltd.; J. J. Riley, director of sales, Flint Varnish & Color Works of Canada, Ltd.; F. J. Poulter, director of sales, Arlington Company of Canada, Ltd.; J. B. Moriarty, general sales manager for all companies, Montreal district; J. W. Holmes, general sales manager, Toronto district; H. M. Wylde, general sales manager, Halifax district; R. T. Stewart, general sales manager, Sudbury district; A. C. Wilson, general sales manager, Toronto district; P. H. Auston, general sales manager, Vancouver district.

Sales Force: Dominion Cartridge Company, Limited

H. H. Ricklefson, district sales manager, Vancouver; Joe Cadham, assistant to director, Montreal; Geo. Dunk, district sales manager, Toronto; Stuart Boa, district sales manager, Montreal; Jack Learment, district sales manager, Halifax; A. E. Turvey, district sales manager, Edmonton; Max Cowderoy, sales representative, Winnipeg; W. C. Jones, sales representative, Regina; Frank Morris, special representative, Montreal.

Sales Force: Flint Varnish & Color Works of Canada, Ltd.

W. L. Minaker, district sales manager, Toronto; E. J. Green, sales representative, Montreal; C. Snyder, sales representative, Toronto; G. W. Phillips, sales representative, Toronto; Wade Owens, sales representative, Winnipeg; T. A. Seale, sales representative, Montreal; C. G. Hartwell, manager of service department, Toronto; E. G. Daugherty, sales administrative, Montreal; H. G. McMaster, salesman, Montreal.

Sales Force: Canadian Fabrikoid Ltd.

A. W. Purtle, district sales manager, Toronto; C. W. Campbell, district sales manager, Montreal; W. J. Corbett, district sales manager, Winnipeg.

Sales Force: Canadian Explosives, Ltd.

N. C. Hebert, district sales manager, Montreal; F. L. Hallford, district sales manager, Toronto; W. J. Seaton, district sales manager, Winnipeg; G. G. Bowser, district sales manager, Halifax; J. S. Morrey, district sales manager, Cobalt; F. H. Giroux, district sales manager, Vancouver; Louis Marks, district sales manager, Victoria; B. C. Hay, district sales manager, Edmonton; W. Ray Ball, salesman, Vancouver; H. A. Johnson, salesman, Nelson; Guy Davis, salesman, Prince Rupert; T. L. Gallagher, salesman, Toronto; A. Laprairie, salesman, Timmins; H. M. Taylor, salesman, Montreal.

Sales Force: Arlington Company of Canada, Ltd.

E. W. Chantler, district sales manager, Toronto; C. F. Williams, district sales manager, Montreal; A. F. McCormack, district sales manager, Winnipeg; G. A. Skelley, salesman, Toronto; H. G. Hobbs, salesman, Toronto.

Roofing Caps

Jas. Donohue, Esq., Halifax, N.S.—Would you please advise us where we can procure tin roofing caps?

These may be procured from the following: Thos. Davidson Mfg. Company, Montreal, Que.; McClary Mfg. Company, London, Ont.; Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.—Ed.

Hard Fibre

Bruce, Stewart & Company, Ltd., Charlottetown, P.E.I. — Kindly advise where we could procure hard fibre one inch thick; manufactured in Canada.

So far as we are able to learn this is not manufactured in Canada. Can any of our readers advise us of any firm making the line in Canada?—Ed.

Veranda Seats

Finch Bros., Limited, Hamilton, Ont.—Kindly advise us where we could procure wood slat veranda chairs with fibre seats.

The following manufacture wood lawn and veranda furniture: Otterville Mfg. Company, Otterville, Ont.; Stratford Mfg. Company, Stratford, Ont.; Schultz Bros. Co., Limited, Brantford, Ont.; Stratford Chair Co., Stratford, Ont.—Ed.

Children's Sleds

Subscriber.—Will you please advise us of manufacturers of children's sleds?

These may be procured from the following: Gendron Mfg. Co., Limited, Toronto; the Canada Buffalo Sled Company, Preston, Ont.; Chatham Malleable & Steel Mfg. Co., Chatham, Ont.; North Bay Toy Co., North Bay, Ont.; Victoriaville Furniture Co., Quebec.—Ed.

Baby Carriages

J. G. Leggat, Esq., Horneypayne, Ont.—Please advise us where we could procure baby carriages.

These could be procured from the Gendron Mfg. Company, Toronto, Ont.; the Canada Furniture Mfg. Company, Walkerton, Ont.—Ed.

Extension Tuyere Irons

Western Canada Hardware Company, Lethbridge, Alberta.—Can you advise us as to who manufacture Flewelling Extension Tuyere Irons?

Flewelling Extension Tuyere Irons are manufactured by the A. B. Jardine and Co. Ltd., Hespeler, Ont.

However, this firm only manufacture these irons for D. Ackland and Son, Limited, Winnipeg, Manitoba, who hold the patent rights.—Ed.

Coaster Wagons

J. W. Richardson, Esq., North Bay, Ont.—Will you please advise where I could purchase large auto coaster wagone.

These may be procured from the following: Gendron Mfg. Company, Limited, Toronto; Canadian Buffalo Sled Company, Limited, Preston, Ont.; Woodstock Wagon & Mfg. Company, Limited, Woodstock Ont.—Ed.

Renaud Motor Supply, Ltd., Montreal, have issued their 1920 catalogue, No. 11, containing a very complete listing of motor accessory lines. Accessories illustrated in the catalogue range from fancy limousine lights and flower vases to those which are in more general use. The catalogue is well illustrated and full details of description and price are given in both English and French. A complete index is given as a guide to the various lines illustrated.

The Mab Company

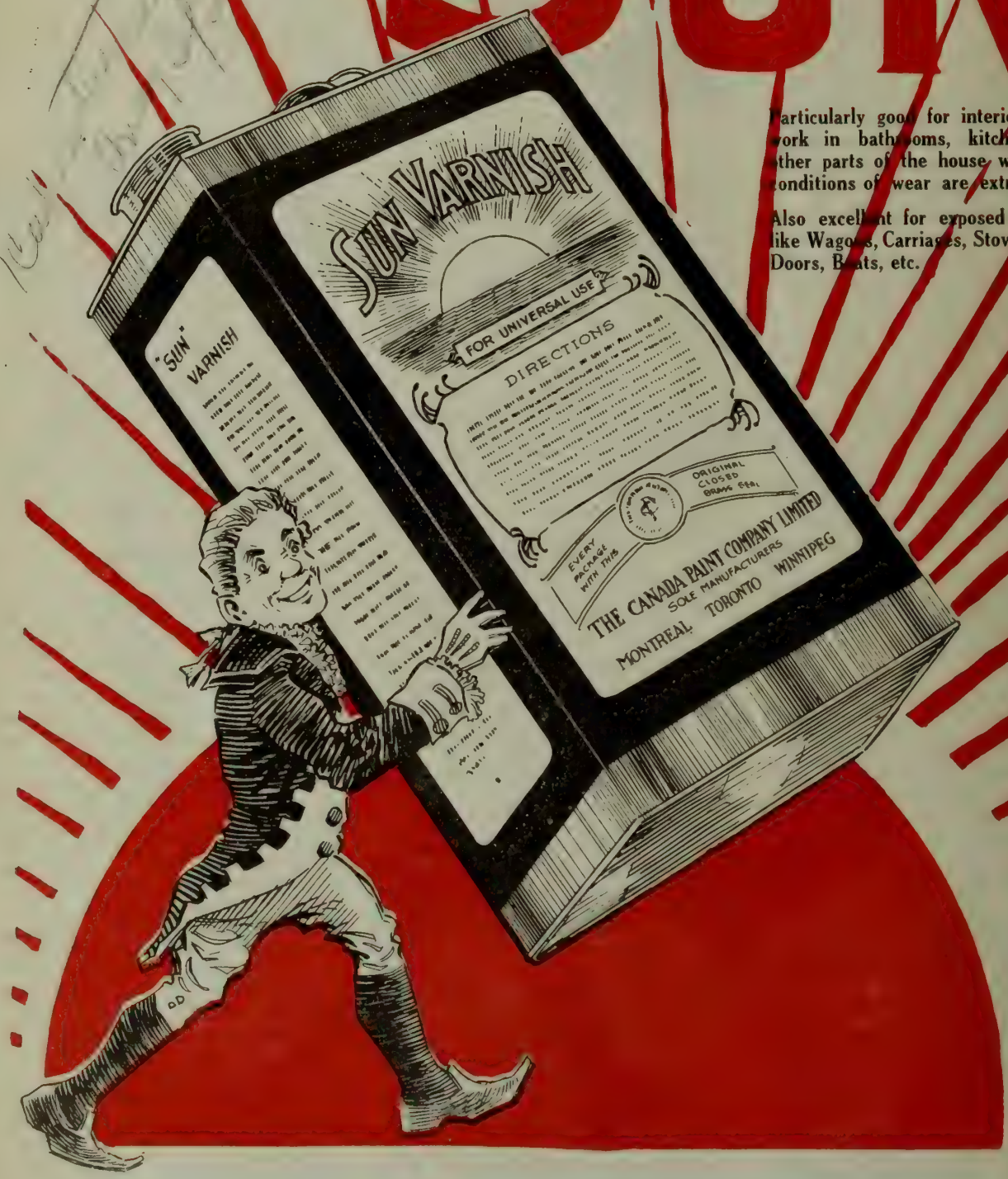
The Mab Company, Birmingham and Sheffield, England, have issued a very interesting booklet entitled "The Art of Shaving." This booklet has eight pages and contains some useful pointers on the art of shaving, such as how to hold the razor, the proper stroke and also deals with the operation of stropping, as well as describing the proper lather and other preparations. It also contains a price list of razors and shaving accessories, such as brushes, soap, cream, strops, mirrors, strop paste and shaving lamps, etc. Several lines of pocket knives are also shown. Readers of HARDWARE AND METAL may have one on request.

The Gurney Foundry Co., Ltd.

The Gurney Foundry Co., Limited, Toronto, Canada, have issued a new Gas Range catalogue, Number G. 201, which contains twenty pages and is well illustrated. Among the articles described is their New Star Burner, as well as the improved oven door. Many styles of gas ranges, both manufactured and natural, are shown, as well as combination coal and gas ranges. Hot top and double oven ranges are also shown.

Gas water heaters are illustrated and described and cast iron and steel hot plates, also laundry hot plates, are included. The catalogue also shows kitchen heaters.

SUN



Particularly good for interior woodwork in bathrooms, kitchens and other parts of the house where the conditions of wear are extra severe

Also excellent for exposed surfaces like Wagons, Carriages, Stove Fronts, Doors, Boats, etc.

VARNISH

The Supreme Varnish For Inside And Outside Use

SUN VARNISH is a Canada Paint product, and, like the other paints and varnishes in the C.P. line, it is of the very highest quality. This is the reason for its great popularity and rapidly-growing demand.

For interior woodwork that is subject to severe wear, Sun Varnish furnishes a perfect surface protection. *It dries hard in 24* hours, and may be washed repeatedly without injurious effect. It is equally satisfactory for use on outside surfaces being tough enough to withstand both wear and exposure.

There is a demand in your community for Sun Varnish created by the aggressive advertising of its quality to the consumer. The C.P. agency will enable you to profit by this demand. May we furnish you with the particulars?

THE CANADA PAINT CO.
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

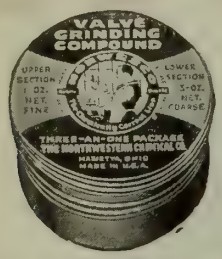
MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

Valve Grinding Compound

The Normesco Chemical Co., Marietta, Ohio, U.S.A., have placed on the market their new Valve Grinding Compound Container, which goes under the trade name of "Three—and—One," holding



Valve Grinding Compound

three ounces coarse and one ounce fine, which they state is an improvement on their former product.

The manufacturers claim that through research work, they found that the mechanic used almost three times as much coarse valve grinding compound, as he did the fine grade, using more for grinding than polishing or finishing, and for this reason by purchasing a can of 2 oz. coarse and 2 oz. fine considerable was wasted on account of the coarse being consumed and in most cases leaving about half of the fine not used.

The makers describe their new package as follows: By removing the lid one has access to the fine grade and by removing the fine grade compartment, one has access to the coarse, and claim that this style container represents a time saver over the duplex can, as both compartments face up, making it unnecessary to reverse the position of the can, when it is desirable to change from one grade to another.

Plate Glass Curtain Windows

The Wm. R. Johnston Mfg. Compang, 451-469 E. Ohio Street, Chicago, Ill., have recently placed on the market two new models of double plate glass curtain windows. The manufacturers state that they will not break, leak, rattle, sag or

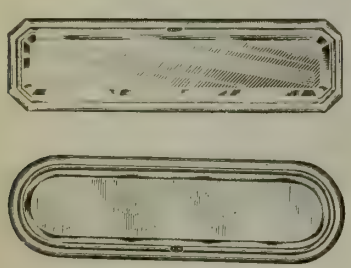


Plate Glass Curtain Windows

tear loose from the curtain fabric. They also state that these curtain windows are particularly desirable for automobile tops and their simplicity of installation is a great selling feature. Complete instructions accompanying each window. There are 23 standard shapes and sizes of these windows, two of which are above illustrated.

Egg Beater and Cream Whip

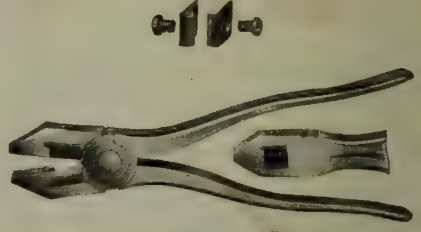
The Casey Hudson Company, 357 E. Ohio St., Chicago, Ill., are placing on the market through their agents, C. C. Craig & Co., Winnipeg, Man., and Toronto, Ont., their cream whip and egg beater, which they claim is built on new principles and that the blade in action has more than a yard of cutting edge. The manufacturers describe the new device as follows: The device consists of two pieces, the bowl and the whip proper. The bowl is a non-slip depression in the bottom and the gear is built on friction principles and obtains a high

Cream and Egg Whip

speed with little effort. The blade is thin and flexible and the handle is set on an angle so as not to tire the hand. When the blade is in action it has more than a yard of cutting edge and vibrates as it revolves, causing a miniature whirlpool, thus cutting the cream into tiny globules, quickly beaten without spatter or waste. The manufacturer says that the new device will also whip eggs and gelatines as well as mixing custards, salad dressings, light batters, etc. Owing to the thin perforated blade the manufacturers state that it will whip top cream off a milk bottle, and is equally as successful for other uses.

Renewable Jaw Pliers

The Never-Slip Works, New Brunswick, N.J., are putting on the market their new pliers with renewable jaws of crucible steel. The manufacturer says that this new tool can be used for all purposes required of a plier, doing away with the necessity of using several tools. The makers also state that owing to the

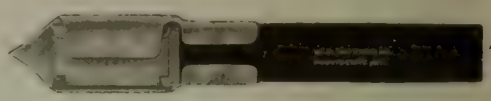


Renewable Jaw Pliers

fact that new blades may be inserted that this new plier is very economical, as practically a new plier can be had by inserting a new blade. Another feature pointed out by the makers is that the method of making it in two parts permits the manufacturers to select the proper steel for each purpose. The new pliers are made with view of being suitable for lineman, electricians, mechanics, motorists and householders, etc.

Potato Pearer

The Razhuts, 365 Elmwood Ave., Providence, R.I., are placing on the market their new Razhuts potato parer, and state that it is a splendid knife for paring fruit, vegetables, apples, potatoes, carrots, parsnips, and slicing potatoes for chips, etc. Also that it makes a big saving as it cuts a thin peeling, eliminating waste. The manufacturer describes the new parer as follows:—The handle is highly finished and the frame is steel, nickel plated. The blade is a safety razor blade that can be taken out and replaced, and will last for considerable time if dried after using so that the blade will not rust. As one blade wears out it is rapidly replaced by inserting discarded safety razor blades around the house. The device is also said to be made in such a manner that it permits of a considerable range of blades being



Potato Parer

used. Makers also state that the knife is safe because the blade is protected.

These parers are put on an attractive card over a painted facsimile, so that when all the knives are sold the card still appears to be full, at a short distance.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE situation which has developed in iron, steel and wood materials is believed to be the main factor for the persistent advances which are being made on hardware commodities. Nearly all lines of woodenware have been marked up this week, including stepladders, washboards, clothes pins, clothes bars and dryers, etc. Manufacturers have decided to make only two grades of stepladders, in order to conserve their supply of lumber and also in order to increase production. Paris green and arsenate of lead have advanced. Higher prices have also been named on shovels, spades and scoops as well as extra handles for same.

Other lines that have advanced in price are: Bake and ironing boards, axle grease, horse shoe nails, wrought washers, wood choppers' wedges, screw plates, brick trowels, sweat pads, safety fuse, fibreware, wall and floor thimbles, some lines of builders' hardware, sash weights, lawn fence, steel wool, egg beaters, candles, refined wax, cattle chains and stall fixtures, leg vises, cistern pumps, hatchets, wrenches, automobile parts, seine twine, galvanized and black sheets, bar iron, oil stoves and ovens and canvas belting.

Trade in nearly all hardware lines is very brisk. Spring lines are all moving freely and merchants generally are well satisfied with the business offered. Prices are very firm and the scarcity of supplies is becoming more pronounced each week. Collections are very good.

MONTREAL MARKETS

MONTREAL, April 8—A merry onward march of advances for many lines has been again recorded this week, although one jobber states that they have not had so many changes this week. Cattle chains and stall fixtures have been advanced. Leg vises are higher and fibre pails and tubs are advanced about 10 per cent. Some lines of handles, shovel and spade, are now on a $7.50 per doz. price basis. Cistern pumps are revised upward. Horse shoe nails are quoted higher. Wrought washers are advanced through a reduction of the discount. Shingling and other hatchets are marked higher. Neverslip shoes, calks and wrenches are revised upward. Ford automobile parts are stiffly advanced all around. Seine twine is higher in price. Axle greases are much higher in price and a new list of much higher prices has been issued on lubricating oils, particulars of which will be found elsewhere. Basis for bar iron has been readjusted at $4.30 per 100 pounds. Galvanized and black sheets are much higher in price and tin plates are up again. Ingot tin is erratic. Business is satisfactorily active.

Higher Prices on Cattle Chains, Etc.

Montreal.

CATTLE TIES, FIXTURES.—Higher prices are effective for cattle chains, the discount having been changed to 25 per cent. over list. Stall fixtures, too, have advanced, one-piece now selling at $2 doz., net, and 3-piece at $2.80.

Higher Prices Now For All Leg Vises

Montreal.

LEG VISES.—Higher prices are effective for leg vises of the standard box pattern. Prices on various weights are: 30 lb., each $18; 35 lb., $16.25; 40, $17; 45, $18; 50, $19; 55, $20; 60, $21.50; 65, $24; 70, $24.50; 75, $26; 80, $28.50; 85, $30; 90, $32.50; and 95 lb., $34.

Cistern Pumps Are Revised Upward

Montreal.

CISTERN PUMPS.—Various cistern pumps of Myers' make are advanced in price. Open spout list prices are now subject to 30 per cent. discount and closed spout 25 per cent. Cottage Force are quoted at $6.75 each, net, and pitcher spout, brass cylinder, at $6. The net increase amounts to 50c each. Other lines will doubtless follow.

Fibre Tubs Have Advanced 10 Per Cent.

Montreal.

TUBS.—An increase in the price of fibreware is announced, and while definite costs are not yet available, the increase will approximate 10 per cent. on tubs and pails.

Discounts Reduced on Shovels and Spades

Montreal.

SHOVELS AND SPADES.—The discount of 45 per cent., which has been ruling on all grades of shovels and spades, has been reduced to 35 per cent., effective forthwith.

Common Handles on Net Price Basis

Montreal.

HANDLES.—One jobber has announced new net prices on split dee and regular dee shovel handles. These are both selling, at present, at $7.50 per dozen, net. This applies to the ordinary ash grade of handle only.

Shoes and Calks on New High Price Basis

Montreal.

SHOES AND CALKS, ETC.—Prices to the trade are advanced for Neverslip goods, a new list being issued to the trade for 1920-21, and which follows. From this list, which contains prices quoted to horseshoers and blacksmiths, a discount of ten per cent. is allowed.

Red Tip Calks (in paper boxes of 50 calks—1000 calks in case).—Nos. 1, 2, 3, 4, 5, 6, Speedway (all patterns same price. 5-16 in., $3.10; ⅜ in., $3.10;

7-16 in., $3.30; ½ in., $3.30; 9-16 in., $3.50; ⅝ in., $3.50 per 100.

Red Tip Drive Calks (in paper boxes of 50 calks - 1000 calks in case).—Sharp, regular. 7-16 in., $3; ½ in., $3; 9-16 in., $3.20; ⅝ in., $3.20; ⅝ oversize in., $3.20 per 100. Blunt, regular, 7-16 in, $3.10; ½ in., $3.10; 9-16 in., $3.30; ⅝ in., $3.30; ⅝ oversize in., $3.30 per 100. Sharp, short, ½ in., $3; 9-16 in., $3.20; ⅝ in., $3.20; ⅝ oversize in., $3.20 per 100. Blunt, short, ½ in., $3.10; 9-16 in., $3.30; ⅝ in., $3.30; ⅝ oversize in., $3.30 per 100.

Iron Shoes, "B" Pattern (in kegs of 100 lbs.)—Drilled, Nos. 0 and 1, extra 50c per 100 lbs.; No. 2 and larger, $13 per keg of 100 lbs. If packed in kegs of more than one size, or if in less than full kegs, ¼ cent per lb. extra. Tapped, $2 per 100 lbs. above price of drilled shoes.

Steel Shoes, Creased (in kegs of 100 lbs). Drilled, Nos. 0 and 1, extra 50c per 100 lbs.; No. 2 and larger, $16.25 per keg of 100 lbs. If packed in kegs of more than one size, or if in less than full kegs, ¼ cent per lb. extra. Tapped, $2.25 per 100 lbs. above price of drilled shoes.

Drive Calk Shoes.- Steel shoes, drilled, in kegs of 100 lbs., driving pattern, $17 per keg; draft pattern, $16.50 per keg. For broken kegs or if packed more than one size in keg, ¼ cent per lb. extra. Packed in kegs, solid front solid hind - assorted F. & H.

Calked Iron Shoes (in boxes).—No. 0, $1.35; No. 1, $1.40; No. 2, $1.55; No. 3, $1.65; No. 4, $1.85; No. 5, $2.20; No. 6, $2.35; No. 7, $2.60; No. 8, $2.75 per set. Packed in boxes of 5 sets of one size (1 set 2 shoes front and 2 shoes hind).

Calked Steel Shoes (in boxes).—No. 0, 80c; No. 1, 85c; No. 2, 90c; No. 3, $1; No. 4, $1.10; No. 5, $1.20; No. 6, $1.30; No. 7, $1.45; No. 8, $1.60 per pair. Packed in boxes of 10 pairs front, or 10 pairs hind.

Extra Light Steel Shoes (in boxes).—Drilled, Nos. 0 and 1, 4c; Nos. 2 and 3, 45c; No. 4, 50c; No. 5, 55c per pair. Tapped, Nos. 0 and 1, 45c; Nos. 2 and 3, 50c; No. 4, 55c; No. 5, 60c per pair. Calked, Nos. 0 and 1, 90c; No. 2, 95c; No. 3, $1.05; No. 4, $1.20; No. 5, $1.30 per pair. Packed in boxes of 10 pairs front, or 10 pairs hind.

Same discounts.

Increase in Effect For Horse Shoe Nails

Montreal.

NAILS.—Increased quotations are given out on Capewell horse shoe nails. The new prices, per 25 lb. box, are as follows: No. 5, $6.50; 6, $6.25; 7, $6; 8, $5.75; 9-12, $5.50. Discount to dealers is now 10 per cent. from these prices.

Wrought Washers Again Advanced

Winnipeg.

WASHERS.—Through a change of discount, wrought washers have been advanced to the trade. The former discount of 40 per cent. has been reduced to 30 per cent., and will apply forthwith.

Hatchet Prices Marked Higher

Montreal.

HATCHETS.—Last week there were many advances going through for nail and other hammers. This week, a kindred line, that of hatchets, has been advanced, and the advances are varied, according to the grade of steel entering into their manufacture, but ranging from 10 per cent. upward.

Stiff Advance in All Ford Parts

Montreal.

FORD PARTS.—Stiff advances have been made this week in Ford automobile parts. The increases are varied, but some of them are very decided, and in a general way they will approximate 20 to 100 per cent. It is probable that some of the net prices will be forthcoming within the next few days.

Axle Greases Are Sharply Higher

Montreal.

GREASES.—Axle greases are marked higher this week, the advances being considerable. Mica, in one pound tins, is now selling at $8.40 per case of 48 tins; 3 lbs., 24 to the case, $10.35; 5 lbs., 12 to the case, $8.35; 10 lb. tins, each, $1.85; and 25 lb. pails, each, $4. This means an approximate advance, generally, of 10 per cent. to 15 per cent.

Cordage Market is Somewhat Improved

Montreal.

ROPE AND CORDAGE.—While the opening of navigation is eagerly awaited by the rope manufacturer, for it usually brings "repeat" business for rope of various sizes, there is, at present, a fair movement of supplies to the trade. Many of the booked orders have been shipped already, and many of those not yet shipped are now going forward. The basis is unchanged on standard rope, pure manila selling at 35½c; Beaver and British at 28c, and sisal at 22½c per lb.

Seine twine is steadily firming, an advance of about 5 per cent. being effective this week, and another advance being anticipated, in some quarters, a little later on.

PARIS GREEN ADVANCED

An increase in the price of Paris green of 2 cents a pound all around has been made effective, and dates from April 1.

HARDWARE AND METAL has pointed out the fact of higher prices being probable for this commodity in view of the difficulty and increased cost of raw material which had to be faced by the manufacturer. This increase, as has been explained to HARDWARE AND METAL, is due to these causes and the change has come as little surprise to the trade.

Many dealers will have been protected on their season's requirements of this commodity but there is still a great deal of it going out to the trade. The following schedule of new prices will be found elsewhere in the market current quotations as well as in the regular market reports.

Nails Are Steady, With Fair Stocks

Montreal.

NAILS AND WIRE.—Little new feature has developed on the nail situation, there being an active enquiry from the trade for supplies, with fair stocks to meet these demands. At the same time, there is no surplus of selling sizes, and occasional reports indicate some temporary difficulty in filling orders. Standard wire nails are quoted at $5.50 per keg, and cut nails at $6.35.

There is a fairly active demand for wire, both in the coil, and in made-up fencing. Some more good weather will still further improve the demands of the trade. Smooth steel wire, 0-9 gauges, is still selling at $5.75 per 100 lbs.

Lubricating Oils Have Again Advanced

Montreal.

OILS, GASOLINE.—Prices are again higher for lubricating oils. The present market conditions are seriously affected by crude oil prices, which have been advancing steadily. Fuel oil, too, is higher, and is now quoted at 16.70c per gallon, barrel basis. A number of prices follow on lubricating oils: Royal castor machine, medium, per gallon, 41c; heavy, 42c; and ex-heavy, 43c; Eldorado castor, ex-heavy, 43c; Atlantic Red, 42c; and Junior Red, 39c. Dark Capitol cylinder oil is now 74c per gallon; Loco cylinder, 50c; and Ebony, 64c.

Coal oil is unchanged, but firm, the range being 27-30c per gallon, while gasoline is quoted at 37c, motor grade. With crude oil advancing, however, it is not improbable that there may be higher prices for both coal oil and gasoline soon.

Lead Products Have Been Held Firmly

Montreal.

LEAD PRODUCTS—No definite price changes have been made on lead products this week, but there is still continued strength of undertone on basic lead ingots. These are not plentiful, the demands for lead from all sources being in excess of the supply. There is a natural improvement in the outlook, but aside from booked business and material, in fulfilment of which will be sent forward within the next few weeks, there has been little new feature.

Lead pipe, per 100 lbs.	....	17 50
Lead waste, per 100 lbs.	....	18 50
Note.—Lead pipe is subject to a discount of 10%		
Lead traps and bends	List plus	30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 14¾
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 46½
Solder, strictly, lb.	....	0 43½
Solder, strictly commercial, lb.	....	0 40½
Solder, wiping, lb.	....	0 39
Solder wire (8 gauge)—		
40-60	....	0 42½
40-55	....	0 45½
50-50	....	0 48½
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Iron Basis Revised; Demands Are Active

Montreal.

IRON AND STEEL.—Quotably, there is but one change this week, that for bar iron, and which is based at $4.30, instead of $4.55, as quoted last week. This is due, really, to a readjustment on the part of the mills. Some were selling at $4.30, and others at $4.55 per 100 lbs., and all are now selling on the $4.30

basis. There is a fairly active request for bars, with stocks reported of sufficient proportions to meet the present requirements.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 30
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Sheets Up Again; Basis is Nominal

Montreal.

SHEETS AND PLATES.—The position of the sheet market as obtaining today is a difficult one. Supplies were fully expected to be forthcoming from the English market in fair quantities ere this, but the arrivals have been of but small quantities. Jobbers will have some stock of certain sizes, and no stock of other gauges. This makes for a nominal condition, and which is what characterizes the present market. Advances have been made this week in jobbing quarters, and the revised prices here with given are applying in some quarters.

BLACK—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
26 gauge	....	9 50
28 gauge	....	9 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 50
26 gauge	....	12 25
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Stoves Are Firm; Wares Won't Decline

Montreal.

STOVES AND WARES.—While there have been no changes this week in the basis for stoves, the undertone is very firm. With stoves having a considerable part of their make-up of steel, the price basis is still soaring, although manufacturers have not worked out any new prices.

Wares are very firm. That they will be no lower in price is asserted by the manufacturers, and it may be that advanced prices will be made effective in the near future. Demands are active.

Temporary Weakness on Cast Iron Scrap

Montreal.

OLD MATERIALS.—Until there is open water and a chance to get old scrap forward from the small dealers, there is not expected to be a great deal of activity in the marketing of these materials. Just at the moment there is a weakening of the undertone for old heavy cast scrap. Cars cannot be secured for the moving of stock, and this condition will not be quickly relieved, it is expected.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

Tin is Erratic; Most Ingots Hold

Montreal.

INGOT METALS.—Prices have been less affected this week, most quotations remaining steady and unchanged. There is some firmness, however, on pig tin, while lead holds its high pedestal, with little indication of decline. Many are complaining that they cannot get adequate quantities.

COPPER. — Market conditions this week remain quite unchanged, with a fair volume of business passing. It is rather firm in the undertone, and locally is reported rather scarce. Prices hold at 23½c for casting, and at 24c for electrolytic.

TIN.—Very erratic. The market is up and down in London, from week to week, and it is very difficult to define the situation. Prices here hold at 71c.

ALUMINUM.—This metal seems to be somewhat freer, although others report local stocks limited. Some are quoting 36-37c per lb. in ton lots, f.o.b., Montreal. Others are asking over 40c. The position is somewhat a nominal one.

ANTIMONY. — Quiet, with price quoted at 13½c per lb.

SPELTER.—Is slightly easier, and in limited demand, 11¾c per lb. being quoted.

LEAD.—A shade easier. With navigation arrival it is expected that the market will rule easier.

TORONTO MARKETS

TORONTO, April 8 — Hardware prices have again advanced, affecting a number of important lines. The wood and lumber situation, which has developed, is said to be causing manufacturers some inconvenience, as well as directly being the cause for higher prices in nearly all lines made of this material. Stepladders have advanced about 3 cents per foot and manufacturers have decided to make only two grades in order to conserve their supply and increase their output. Shovels, spades and scoops, as well as extra handles for same, have all been marked up.

Other lines revised upward are: Wash boards, bake and ironing boards, clothes horses and dryers, mica, axle grease, horse shoe nails, wrought washers, wood choppers' wedges, Reece's screw plates, Rose brick trowels, sweat pads, safety fuse, fibreware, sash weights, lawn fence, steel wool, Dover egg beaters, candles, refined wax and some lines of builders' hardware.

Brisk business continues to be handled by those in the trade and many are unable to secure sufficient supplies, scarcity of supplies becoming more pronounced each week. Collections are very good.

Ladders All Kinds Have New Prices

Toronto.

LADDERS, step and extension, have been raised in price this week approximately 3 cents per foot. Manufacturers also have decided that only two grades of step ladders will be made in the future and believe that this will be a big advantage for both the manufacturer and the retailer, owing to the fact that only two grades will be carried and the manufacturers will be able to concentrate their efforts on only two grades and carry a better stock. The standard is now quoted at 40 cents per foot; household, 30 cents per foot; Faultless 38 cents per foot, and Shelflock, 30 cents per foot. Sing and fruit picking, 10 feet to 16 feet, at 28 cents per foot, while the 18 to 20 feet, 29 cents per foot. The roped and straight extension ladder, 20 to 32 feet, are now quoted at 30 cents per foot; 36 to 40 feet, are 32 cents per foot; 44 feet, at 34 cents per foot. The three section extension ladder is now quoted at 40 cents per foot.

Many Lines of Woodenware Higher in Price

Toronto

WOODENWARE. — Nearly all lines

of woodenware have advanced; in many cases it advanced 10 per cent., although higher advances in commodities have been made. The woodenware situation is very unsettled at present and many are wondering what the future will show. Some believe that higher prices are pending as most manufacturers are quoting prices subject to acceptance and some believe this is pending further advances.

Wash Board Prices Are Also Higher

Toronto.

WASH BOARDS.—Higher prices have been made on wash boards and include nearly all lines and makes. The new advance is approximately 15 per cent. over former prices and is said to be entirely due to the situation which has developed in the woodenware, also the higher cost of other raw materials, such as zinc, brass and glass, etc., not to overlook labor and other factors.

Shovel and Spade Handles Now Quoted at $7.50 Doz.

Toronto.

SHOVEL AND SPADE HANDLES, also scoop handles, have been marked up. The situation which has developed in the wood and lumber is said to be seriously affecting nearly all commodities whose manufacture consists of this material. The new quotation on long handle and D handle for shovels, spades and scoops is $7.50 per dozen.

Spades, Shovels and Scoops Again Advance

Toronto.

SPADES, SHOVELS AND SCOOPS—Higher prices have again been made on this commodity and the new advance prices are approximately 10 per cent. higher. The steel and iron situation is said to be such that manufacturers have great difficulty in securing sufficient supplies and in many cases at heavy premiums. The cost of labor and manufacture is also greater, it is stated. The new discount is now being quoted at 35 per cent. off the list. For list of prices see current quotation pages.

Clothes Horses and Driers Are Advanced

Toronto

CLOTHES HORSES.—New and higher prices have been made on clothes horses which are said to be in line with other lines of woodenware. The new prices are as follows: Folding, 4 ft., $13.50; 5 ft., $17; 6 ft., $20. Extension, 4 ft., $27; 5 ft., $34; 6 ft., $40.

Bake and Ironing Boards Have Been Marked Up

Toronto

BAKE AND IRONING BOARDS.—New and higher prices have been made on bake boards and ironing boards which is said to be due to the advanced cost of lumber and labor and other factors and notwithstanding this advance some are of the opinion that higher prices will again be made, basing their opinions on the present situation of the markets generally, pertaining to woodenware and labor and other raw materials. The present quotations are as per current quotation pages.

Mica Axle Grease Shows a Revision of Prices

Toronto.

MICA AXLE GREASE. — Higher prices have been announced on mica axle grease. The 3 lb. cans are now being quoted at $5.35 per dozen, while the one lb. tins, four dozen to the case, are quoted at $8.25 per case.

New Prices Are Made on Horse Shoe Nails

Toronto.

HORSE SHOE NAILS. — Higher prices have been made on horse shoe nails and those of the Capewell make have been revised upwards. The number 5 is now quoted at $6.50; number 6, $6.25; number 7, $6; number 8, $5.75; number 9 to 12, $5.50, less 10 and 5 per cent. discount.

UNBRIDLED OPTIMISM

"The tornado has nothing on our washing machines when it comes to cleaning up."

The spirit of optimism always found in the successful merchant was well signified in the action of one facetious hardwareman, who in the midst of the devastation wrought by the tornado which recently swept over the centre of the continent, put up the above sign.

Wrought Washers Again Up For Higher Prices

Toronto.

WROUGHT WASHERS. — New and higher prices have been made on wrought washers. This is said to be due to the situation which has developed in iron and steel. The higher cost of labor is also a factor, it is stated. The new discount is now being quoted at 30 per cent. off the list in place of the former 40 per cent.

Candles and Refined Wax Are Somewhat Higher

Toronto.

CANDLES AND REFINED WAX. — New prices have been made on this commodity. The wax candles, sizes, are now quoted at 15 4/10 cents per set, while the twelves are quoted at 20 cents per set. The freight differential on wax has been advanced from a former. 30 cents to 40 cents which makes a slight difference in the prices.

Reece's Screw Plates Have Been Advanced

Toronto.

SCREW PLATES. — Reece's screw plates have been marked up and are now quoted at: No. C or CC, $24.10 per set, while the No. EE is quoted at $36.25 per set.

Rose Brick Trowels Now Selling Higher

Toronto.

BRICK TROWELS, of the Rose make, have been advanced. This is said to be due to the shortage and higher cost of steel and labor, etc. The 10½ in. is quoted at $26 a dozen; 11 in., at $28 a dozen; while the 11½ in. is quoted at $28.75 per dozen.

Sweat Pads Again Come Up For Higher Revision

Toronto.

SWEAT PADS have again come up for revision. The Ventiplex number 310 are now being quoted at $7.20 per dozen, while the Ventiplex number 311 are quoted at $7.50 per dozen.

Safety Fuse This Year Will Cost More

Toronto.

SAFETY FUSE.—Higher prices have been made on safety fuse, the new quotation now being $13.50 per thousand, while case lots of 6,000 feet are sold at $71 per case.

Fibre Ware Tubs and Pails Are Marked Up

Toronto.

FIBREWARE. — Fibre pails and tubs have been advanced in price this week and are quoted as follows: The pails are quoted at $6.60 a dozen, while the tubs number 0 are $27.60; number 1, $23.75; number 2, $19.85; number 3, $17.

O.K. Wall and Floor Thimbles Higher Priced

Toronto.

WALL THUMBLES, O. K. brand, have been marked up to higher prices, the 7 inch now being quoted at $7.20 per dozen. The O. K. floor thimble is now quoted at $8.10 per dozen for 7 inch.

Sash Weights Have New Higher Prices

Toronto.

SASH WEIGHTS.—A new price has been made on sash weights, the solid now selling at $3.25 per hundred pounds while the sectional is quoted at $5 per hundred weight. It is stated that the lower grades of iron are rapidly being used up and that manufacturers are often forced to use better grades which is said to account for this change in price.

Builders' Hardware Prices Continue to Advance

Toronto.

BUILDERS' HARDWARE continues to advance, especially locks and knobs. New prices on the number 3800 lock is $4.40 a dozen, and on the common is $3.75 per dozen. Common knobs are now being quoted at $3.45 per dozen.

Higher Prices Made on Wood Choppers' Wedges

Toronto.

WOOD CHOPPERS' WEDGES, following the prices of other commodities whose basic metal is iron or steel, have been marked up to higher levels. The square head is now being quoted at 14½ cents per lb., while the truckee pattern is quoted at 15½ cents per lb.

Lawn Fence Prices Have Been Revised Upwards

Toronto.

LAWN FENCE.—Some lines of lawn fence have been revised upwards. The green painted 30 inch high is now selling at $13.60 per hundred lineal feet, 36 inches high, $14.45, while the 48 inches high is $16.15 per hundred lineal feet.

New Higher Prices Have Been Made on Steel Wool

Toronto.

STEEL WOOL.—Higher prices have been made on steel wool. The half-pound packages of numbers 0, 1, 2 and 3 are now quoted at $1.35 per dozen.

Dover Egg Beaters Now Selling at $2.60 Doz.

Toronto

DOVER EGG BEATERS. — A new price has been made on Dover egg beaters, which are now quoted at $2.60 per dozen.

Horse Clippers Are Very Good Sellers

Toronto.

HORSE CLIPPERS.—The new prices on some of the better known brands of horse clippers are as follows. Newmarket, $3.50 per pair; the Grand Ball Bearing, $3.45; Goodwood, $3.05 a pair; Handicap, $2.80; Sandown, $3.85; Dispatch, $3.25; Warwick, number 1, $3.50; Warwick, number 3, $3.30 per pair.

Corrugated Sheets Scarce; Situation Little Changed

Toronto.

CORRUGATED SHEETS. — The demand for corrugated sheets continues to be heavy, and manufacturers still have difficulty in supplying the demand. This is said to be entirely on account of the existing scarcity of flat sheets, although manufacturers claim that shipments are coming better than they have for sometime, although in many cases they are very erratic, the manufacturer receiving one or two cars probably on one day and then not be able to procure any more for sometime afterwards.

EAVETROUGHS AND CONDUCTOR PIPE are beginning to show great activity with the warm weather and many are demanding their booked orders, which are going out in good volume. The following prices are current for corrugated sheets:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Lead and Zinc Products Show No Change

Toronto.

LEAD AND ZINC PRODUCTS. — Little change is noted in the situation of lead and zinc products this week. The pig metal is holding very firm and steady and which is the situation all throughout the products. Some have it that the situation may improve and that supplies of raw material will be more available, although it is not expected that lower prices will take place at least immediately, in fact present prices are quoted on a very firm basis, and are as follows:

Lead pipe, list, per lb.		0 17½
Lead waste pipe, list, per lb.		0 18½
Do., over 8 inches, list, per lb.		0 19½
Above subject to discount of 10%.		
Lead traps and bends	....	add 30%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 45¾
Solder, strictly, lb.	....	0 40½
Solder, commercial, lb.	....	0 38
Zinc sheets, per lb.	....	0 19
Solder, guaranteed, lb.	....	0 43¾
Solder, wiping, lb.	....	0 37¼

Boiler Tubes Firm; Still Hard to Procure

Toronto.

BOILER TUBES.—Many jobbers are still in a quandary as to the future situation of boiler tubes. While some few have stocks, it is stated, the general situation is none too bright. Jobbers state that stocks have often to be picked up at premiums and in many cases it is necessary to have a man right at the mills in order to obtain any satisfactory supplies whatever.

This is said to be directly due to the steel situation and the shortage of skelp. However, one favorable factor is the lowering rate of exchange, and while the mills could advance their prices probably 5 per cent. the drop in exchange would even matters up to some extent. The following are the present quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	29 50	.....
1½ inch	31 50	.....
1¾ inch	32 00	$28 00
2 inch	31 00	27 00
2¼ inch	35 00	29 00
2½ inch	43 00	33 50
3 inch	50 00	42 00
3¼ inch	.....	49 50
3½ inch	63 00	46 50
4 inch	80 00	59 00

Stove Scrap and Cast Machinery Still High

Toronto.

OLD MATERIALS—Stove scrap and cast iron continues to be in great demand and dealers have great difficulty in coping with it. To-day's price on stove scraps is high, mostly being quoted at $32.00 per ton while cast iron number 1 has reached the high water mark of $38.00 per ton. However, nearly all other commodities on the list remain unchanged and have a tendency to be rather quiet, although it is the belief of many dealers that it is only a matter of a short while before the demand will become very brisk for the other commodities and a good volume will be handled. The following are the present quotations:

No. 2 busheling	....	13 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	38 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01¼
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 04

Iron and Steel Bars Firm; Angles, Screw Stock, Scarce

Toronto.

IRON AND STEEL BARS.—A good volume of business is moving in iron and steel bars and jobbers state they are well up with the business offering. Cold roll screw stock has advanced to higher levels and it is now quoted at $7.00 base. Channels, angles, tees and other shapes are all very hard to procure and are quoted at higher prices. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Sheets and Plates Scarce; Larger Shipments Coming

Toronto.

SHEETS AND PLATES—Although the shortage which has prevailed for sometime past continues to be very great, jobbers state that shipments are coming in in much larger quantities and some state that if nothing seriously happens that they will have some consider-

ably larger tonnage than they had expected some few months ago.

It is hard to say just what the situation in regards to this commodity will be in the near future. It may be that the mills will be able to clear up their old orders and take on bookings for the second half of the present year, although it is stated that premium buyers are still in the market. Especially is this true of the automobile manufacturers.

The following quotations are being quoted by some, although they are more or less nominal owing to the great scarcity, and it is believed that very few have complete list of sizes in stock at present:

BLACK SHEETS—

14 gauge	....	7 45
16 gauge	....	7 55
18-20 gauge	....	7 95
22-24 gauge	....	8 00
26 gauge	....	8 05
28 gauge	....	8 15
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$10 00	$11 50	$10 75	$12 00
U.S. 28	10 20	11 70	10 35	11 45
U.S. 26	9 90	11 40	10 05	11 15
22 and 24	9 75	11 25	9 90	11 00
18 and 20	9 60	11 10	9 75	10 85
16	9 45	10 95	9 60	10 70
12 and 14	8 70	10 20	9 45	10 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Ingot Metals Unchanged; Show Fair Movement

Toronto.

INGOT METALS, although showing some fluctuations during the week, are practically all back to prices quoted in last issue. Fair demand has been current and most stocks are light.

ALUMINUM. — Prices are quoted around 36 to 37 cents per pound, the movement being quiet.

TIN.—Prices are unchanged and are quoted at 75 cents per pound.

LEAD.—Stocks are none too plentiful and the situation is unsettled, 12 cents per pound is the price being quoted.

COPPER is in fair demand, stocks being rather light. The present price is 24 cents per pound.

ANTIMONY.—Stocks are none too heavy, a fair demand offering. 15 cents per pound is the present quotation.

SPELTER is in fair demand, no change in price being made, the quotation remaining at 15 cents per pound.

LONDON MARKETS

LONDON, April 8—Another budget of advanced hardware prices has again been made this week and affects many lines of hardware. Miscellaneous wire nails are now quoted at 50 per cent. off the list. Cement in tubes is higher. Oil heaters and oil stove ovens have new higher prices. Horse shoe nails have also reached higher levels. Important changes have been made in nearly all lines of woodenware. Stepladders are now being made in two styles in order to conserve lumber and facilitate deliveries, it is stated. Canvas belts and wash boards also have been marked up.

Turpentine has jumped 20 cents per gallon. Paris green is up 2 cents per pound. Arsenate of lead, both dry and paste, is also higher, having advanced 5 cents per pound.

Trade in nearly all hardware lines continues excellent. Spring lines are all moving very favorably and merchants seem well satisfied with the business they are getting, although many are disappointed at not being able to buy freely, especially when the demand is such a heavy one.

Prices are very firm and scarcity of goods is becoming more pronounced each week. Collections are very good.

Oil Heaters Advance; Raw Material Scarce

London, Ont.

OIL HEATERS, of the McClary manufacture, are also higher. The number 117 Florence is now selling at $8.25. The number 880 nickel plated is $6.75 each, while the number 880 blue enamel is selling at $7.50 each.

Oil Stove Ovens Also Come Up For Revision

London, Ont.

OIL STOVE OVENS, of the McClary make, have been advanced in price and are now quoted at a higher figure. This is said to be due to the scarcity of raw material and labor, also the advanced cost of each. The prices are number 70 Success, $5 each; number 65 Success, $4.75 each; number 80 Success, $4 each.

Horse Shoe Nails Have Reached Higher Levels

London, Ont.

HORSE SHOE NAILS—Those of the Capewell brand have been marked up. This is said to be due to the situation of the steel and iron markets, also the scarcity and higher cost of labor. Some of the new prices are as follows:

	Per lb.	Per 25-lb. box
No. 3	$1 56	$....
No. 4	0 56	....
No. 5	0 26	6 50
No. 6	0 25	6 25
No. 7	0 24	6 00
No. 8	0 23	5 75
No. 9	0 22	5 50
No. 10	0 22	5 50
No. 11	0 22	5 50
No. 12	0 22	5 50

Box lots, less 10%; broken boxes, less 5%.

Garden Tool Prices Hold; Selling Well

London, Ont.

GARDEN TOOLS.—Good demand is noted for garden tools and a fair volume is moving. This applies especially to the lines mostly used for the spring season. The present quotation is 15 per cent. and 10 per cent. off the new list.

Poultry Netting Scarce; Black Wire Cloth Moving

London, Ont.

POULTRY NETTING continues to move very briskly, although jobbers state they have some difficulty in securing sufficient supplies. The Canadian make is quoted at 2 in. mesh net list and 1 in. mesh at an additional 5 per cent. to the list.

SCREEN WIRE CLOTH is also selling good. The black painted is being quoted at $3.60 per hundred square feet.

Lawn Mowers Unchanged; Good Quantity Moving

London, Ont.

LAWN MOWERS continue to hold at unchanged prices, although the present price is a very firm one. A very good demand is noted and a fair volume is moving. The Daisy Star, Woodyatt and the Empress are all selling at a discount of 25 per cent. off the list.

Step Ladders Advance; Only Two Lines Made

London, Ont.

STEP LADDERS. — A considerable advance has been made on step ladders, ranging from 2 to 5 cents per foot. This is said to be on account of the wood situation, and manufacturers state that the new prices are held very firmly and would not be surprised if further revision would be necessary. The new quotation is standard 40 cents per foot, while the household is now quoted at 30 cents per foot. The manufacturers state they have also decided to manufacture only two grades in the future, and believe that this will be a big advantage to both the manufacturer and the retailer owing to the fact that only two grades will be carried, and manufacturers will be able to concentrate their efforts on these two grades and thus carry a better stock.

Builders' Hardware Lines Show Big Demand

London, Ont.

BUILDERS' HARDWARE. — Many lines of builders' hardware are selling very quickly, and a good volume of nearly all lines are moving. Present

prices are very firm and many lines are scarce, it is stated.

Coaster Wagons Are Moving in Good Quantity

London, Ont.

COASTER WAGONS continue to sell in good quantity and although all present quotations are firm the price remains unchanged. Some of the quotations are as follows:

No. 00, $36.17 doz.; No. 01, $64.09; No. 1, $77.31; No. 2, $85.48; No. 3, $94.64; No. 4, $107.87.

Rope Prices Firm; Remaining Unchanged

London, Ont.

ROPE.—Rope sales continue to show increased demand, and it is believed the warmer weather is responsible for greater activity all throughout the line. Notwithstanding the present situation of the fibre markets, rope prices continue to be unchanged, and are holding forth at new prices which recently went into effect. The present quotations are as follows:

Pure manila, 35½c base; Beaver manila, 28c; New Zealand hemp, 38c; sisal, 22½c.

Agricultural Wrenches Have New Higher Prices

London, Ont.

AGRICULTURAL WRENCHES. — Following the tendency of nearly all steel and iron commodities agricultural wrenches have been marked up and are now selling at higher prices. The iron and steel situation is such that manufacturers state they are unable to turn out their products for the previous prices and were forced to put through an increase. Some of the new prices are as follows:

6 inch, $8.25 doz.; 8 inch, $10; 10 inch, $11.50; 12 inch, $14.75; 15 inch, $19.50.

Cement in Tubes Have New Quotations

London, Ont.

TUBES of cement, the Ditmars brand, is now selling at higher prices, the new price being quoted at $1.35 per dozen.

Prices on Canvas Belting Have Been Advanced

London, Ont.

CANVAS BELTING.—Higher prices have been made on canvas belting and the Maple Leaf brand is now being quoted at 30 per cent. off the list. It is hard to state the direct factor as bearing on the case, as manufacturers state there are so many changes in the market generally of late which have naturally effected this commodity, from the raw material to the labor.

Miscellaneous Wire Nails Now 50% Off; Firm

London, Ont.

NAILS.—An advance has been made on the miscellaneous list of wire nails approximating 10 per cent. This, however, is said to be more of a revision as London quotataions on this commodity have been somewhat lower than other centres, but jobbers on going into the market again for further stocks are required to pay more, it is stated. The discount is now quoted at 50 per cent. off the list.

Wire nails are quoted from a very firm base and are very scarce, and it is believed that some manufacturers are not accepting orders for delivery sooner than three months. The present base price is $5.70. Cut nails are also very firm and are quoted at $7 base.

Cut Lace Leather Has Readjustment

London, Ont.

CUT LACE LEATHER is now being quoted at $3 per lb. It will be remembered this line advanced to $3.25 recently, but manufacturers claim that they will be able to sell this for $3 a lb. and state that this is not a decline but rather a readjustment.

Wash Board Prices Again Marked Up

London, Ont.

WASH BOARDS have taken a very sharp advance and manufacturers state there are possibilities of them still going higher. This is said to be in line with many other woodenware commodities and is said to be a direct result of the situation which has developed in the lumber, both green and cured. It is hard to state just what the future of products manufactured from wood will be, as almost every day some commodity manufactured from this material is reported at a higher price. The Pony zinc wash boards are quoted at $2.75 per dozen net cash. The Improved Globe zinc is now $6 per dozen, while the diamond kind glass is $8 per dozen and the pearl enamelled is $6.25 per dozen.

Roller Skates Again Seasonable; Big Demand

London, Ont.

ROLLER SKATES.—A big demand is noted for roller skates and with the opening of the warmer weather a good quantity is moving. The number 3 is now quoted at $1.35 per pair; number 236, $1.60 per pair, and the number 5 ball bearing is $2.75 per pair.

Linseed Oil Prices Firm; Little Seed to Crush

London, Ont.

LINSEED OIL.—No change has been made in the price of linseed oil this week, although the present quotations are very firm. The present is rather a peculiar situation for this commodity, especially this season of the year, as usually the price is considerably lower at this season owing to previous booked orders. However, this season, this is not the case, and flax seed continues to be very scarce. Crushers are wondering whether they will be able to secure sufficient quantities to avoid a scarcity. This, however, they state, depends greatly on the Argentine deliveries and several other factors. The following are the present quotations:

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	2 87	2 90
3 to 5 barrels, gal.	2 86	2 89
6 to 9 barrels, gal.	2 84	2 87

Less barrels, add 15c gal.

Turpentine Prices Hold Firm; No New Crop Yet

London, Ont.

TURPENTINE PRICES have advanced 20c per gallon. Local jobbers consider themselves very fortunate in securing fair amount of stocks as the general tendency is to be a scarcity.

This is no doubt due to the cold weather which has delayed the harvesting in the South. And it is stated that the new crop has been held back at least a month, and many are not looking for this season's turpentine till well on to the beginning of May. The prices being quoted at present are:

Turpentine—	Per Imp. gal.
1 barrel lots	3 80
2 to 4 barrel lots	3 79
5 gal. lots	3 95

White Lead in Oil Firm; Booked Orders Still Move

London, Ont.

WHITE LEAD IN OIL is showing fair demand and although the price is unchanged it continues to sell at very firm figures and no great activity is noted in the sorting orders. A large volume of booked orders are moving at the old price. The pure in ton lots continues to sell at $20.45 per hundred lbs. and in less than ton lots the price is $20.80 per hundred lbs. The Elephant brand is quoted at $20.95 per hundred lbs. in ton lots, while quantity in less than ton lots is selling at $21.30 per hundred lbs.

Putty Prices Firm; Sales Brisk; Whiting Scarce

London, Ont.

PUTTY.—A good demand is noticed in putty and fair volume is moving. Whiting continues to be a big factor for the scarcity of putty and is keeping the price very firm. The present quotations are as follows:

Putty—	Per 100 lbs.
Standard, 100-lb. drums	8 30
Do., 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Do., 25-lb. drums	11 05

Window Glass Prices Firm; Remain Unchanged

London, Ont.

WINDOW GLASS is showing good movement and so far jobbers are able to supply the demand for regular stock sizes with little difficulty, although jobbers generally claim that there is considerable shortage and state that if manufacturers are not able to supply greater quantities that the shortage may be serious during the latter half of the year when everyone is anxious to get their window openings closed up before

the cold weather. However, it may be that manufacturers will find a way to overcome the present shortage. The present price remains unchanged and is quoted as follows: Single diamond and double diamond, 15 per cent. discount off the list, while the cut lights are quoted at 40 per cent. off the list.

Shovels, Spades and Scoops Up About 10%

London, Ont.

SHOVELS. SPADES AND SCOOP.—Prices have been advanced, the new price being quoted at 35 per cent. discount in place of a former 45 per cent.

WINNIPEG MARKETS

WINNIPEG, April 7—Further changes occur in the markets for this week and some lines show continued activity. The lines appearing for revision in price are as follows: Hammers, cold chisels, glaziers' points, coppered spring wire, bale ties, wire stretchers, lamp chimneys, lead pipe and baseball sundries.

Needless to mention, all changes show an advance on previous lists, although taking them as a whole, the increase is not of a heavy character considering present general conditions and the past heavy advances that have been regularly affecting the markets. The general adverse conditions that are upsetting and have brought heavy influence to bear on the markets in the past, remain practically unchanged, shortage on many important lines still continuing, while the exchange rate continues to be a big factor for high prices and is a great inconvenience for all concerned.

Hammocks Are Higher; Lists Up a Further 20%

Winnipeg.

HAMMERS—A general advance occurs on the well-known line of Heller's hammers, affecting all styles to the extent of 20% on previous lists. Although the new increase is inclined to be of a substantial character, it is to some extent to be expected, owing to the continually advancing prices of raw materials that is at present confronting manufacturers, and which cannot help but influence products of this kind sooner or later, it is stated. The new prices appear to be of a staple character at present, but it is becoming generally recognized that many lines are from time to time being further advanced with little or no warning, owing to the unsettled state of the general markets, a condition brought about by a general and acute shortage of raw materials. To-day's ruling prices show :

Hammers.—Heller's Ball Pein, sizes, 1½-lb., $21; 1¾ lbs., $22.50; 2 lbs., $24; 2¼ lbs., $25,50. Carriage Ironers, $26. Fittings, $40. Rounding, $40. Cat's Head or Turning, $40 per dozen.

New Advance Shows Cold Chisels 20% Higher

Winnipeg.

COLD CHISELS—A small advance affects cold chisels to the extent of 20% on old lists. The cause of this latest increase, it is said, can be solely attributed to the present adverse conditions of the steel market, assisted by increased cost of production, at present confronting manufacturers. Although the present prices appear firm, it will be seen that future changes occurring in the metal markets will sooner or later influence this line.

To-day's listings quote:

Cold Chisels—½-in., $5.00; ⅝-in., $6.00; ¾-in., $8.65; ⅞-in., $11.50; 1-in., $14.50 per dozen.

Zinc-coated Glaziers' Points Jump 3c Lb.

Winnipeg.

GLAZIERS' POINTS, zinc coated, after a quiet period appear for further revision as a result of a new advance occasioned by the week's markets. The latest quotation places this line at $1.60 per one dozen ½ lb. packets.

Wilcox Wire Stretcher Prices Going Up

Winnipeg.

WIRE STRETCHERS—New prices occur on wire stretchers to the extent of a 6½% increase on old prices. Little change has occurred affecting this line for some time, which makes this new advance to a certain extent not unexpected owing to recent general advances on this class of goods.

The increased cost of production coupled with the present existing exchange rates are said to be the chief factors responsible. The new prices appear firm and no further advance pertaining to this line is looked for at present, it is said. The latest prices show:

Wire Stretchers, Wilcox; No. 1, $20.00; No. 2, $33.00 per dozen.

Lamp Chimneys Higher, Showing 12% Increase

Winnipeg.

LAMP CHIMNEYS and lantern globes advance to the extent of an average 12% on dozen lots as a result of the present acute glass shortage that is on a general scale confronting all dealers. Both sheet glass and glass products are at present deplorably scarce and as a result this market continues to be unsettled, periodical advances in price resulting. The latest revision shows:

Lamp Chimneys. — Rochester, No. 2, $2.40; No. 3, $3.70; Belgian, $3.60; Pittsburgh Mammoth, $4.50 per dozen. Gun Crimp Top, No. 1, $1.45; No. 2, $1.70 per dozen.

Lantern Globes. — Cold Blast, $1.20. Short, $1.20 per dozen.

Coppered Spring Wire, Bale Ties Up Another 4%

Winnipeg.

WIRE again appears for further revision of price as a result of the activities of the markets for the week. Although the new prices show only a small margin of advance, the latest increase indicates clearly the general trend of this market to be the same as in past weeks with little possibility of change, it is stated.

WIRE generally continues to be scarce and supplies are difficult to procure. The latest change affects at present only two lines, other prices remaining at old quotations. It is believed, however, that new prices will be appearing, involving all lines, at no distant date.

The new revisions affect the following,

Copper Spring Wire, Numbers 8 and 9, $10.30; Number 10, $10.40; Number 11, $10.50; Number 12, $10.55; Number 13, $10.65; Number 14, $10.75. Bale Ties: $7.00 Fort William, $7.50 Winnipeg.

New Prices Affect Lead Pipe and Waste Pipe

Winnipeg.

LEAD AND WASTE ROPE are higher as a result of the week's activities, showing a further 45c increase on previous prices. As is shown, these lines have shown tendency to repeated advance of marked character, chiefly caused, it is said, by the continued and general shortage of the bascis metals. Very little relief has appeared to date to alleviate this condition. The new prices place the following lines at,

Lead pipe, $16.25; lead waste, $17.45 pér 100.

A Revision of Prices Advance Base Ball Goods

Winnipeg.

BASEBALL GOODS—A general advance affects baseball goods to the extent of an average 15% on previous lists. This latest change is of a general character and affects baseballs, mitts, gloves, bases and plates. Owing to the many lines and sizes, etc., involved, it would be difficult to quote individual prices. The above advance, however, shows the average general increase on all lines. This new change, it is said, is chiefly due to the advanced prices and scarcity of raw materials, further aggravated by the exchange rate now existing. The new prices appear firm, and no further change pertaining to this line is anticipated at present, it is believed.

PITTSBURGH MARKETS

PITTSBURGH, April 8. — Generally speaking, the iron and steel market has been quiet the past week, even quieter than in the preceding week. Production has continued to increase and is now at a rate not far from what was recently considered the full capacity, but with transportation difficulties and a few minor restrictions to production out of the way still heavier production is in prospect.

Soaring Coke Prices

An exception to the general condition of there being little in iron and steel by way of new developments is the activity in the Connellsville coke market. Government price control had been announced to terminate at the end of March, and this gave the trade an opportunity to arrange transactions for shipment and invoicing April 1 or later. The termination of Government price control ended a number of arrangements that existed between producers and consumers, whereby during the period coke would be shipped and invoiced at the Government price. Also, there were a few regular contracts for coke which had been made for the first quarter of the year only, and these came to an end at the same time as the price control. Thus a considerable tonnage of Connellsville coke was released for sale in the open market, while at the same time a considerable tonnage of consumption became uncovered through the expiration of these contracts or arrangements. The course of the market in the past few days indicates that the consumption needing to be covered was greater than the production needing to be sold, for the initial market transactions were at 50 per cent. over the Government price and then there were sharp advances from this basis.

The Government price limits on Connellsville coke had been $6 for furnace coke and $7 for foundry coke, per net ton at ovens. The initial sales of furnace coke when the open market began were at $9, there being a few odd lots of prompt, a fair sized tonnage for the month of April and a small monthly tonnage for the remaining nine months of the year. There is a report that a scale was made for the second quarter also at $9, but this has not been fully confirmed. The market stood at $9 only for a day or so and then it began to advance sharply. As furnaces were indisposed to pay such high prices for any length of time the trading settled down to April deliveries only, and successively higher prices developed, the market at present being $11 to $12 for furnace and $13 to $14 for foundry, prompt or April delivery. The $12 figure for furnace coke is not an asking price, but has actually been done on no inconsiderable tonnage of coke of good grade.

It is said that certain consumers are not unwilling to pay coke operators what is obviously a very fancy price for coke, as an offset to the coke these consumers received from them during the control period, since coke was regarded as worth more money than the Government limit, this being proved by the contracts that had been made prior to the resumption of control. For the general future, however, it does not seem at all probable that $12 is going to obtain on coke, or even $9. The blast furnaces are able to pay the price, so far as that goes, since they have a large margin on pig iron they have sold at $40 and higher, but there is likely to be a good bit of competition in coke when the by-product ovens are again well supplied with coal. Part of the demand for Connellsville coke in the past few months has been due to the restricted output of the by-product ovens.

Pig Iron

The jump in the coke market stiffened the backbone of the merchant furnacemen, who have been firmer in the matter of pig iron prices in the past few days. Generally speaking, however, there does not seem to be much basis for expecting higher prices for big iron, while there may easily be lower prices in the near future. Present prices are too high for the steel industry, $40 pig iron being quite out of line with prices the steel mills that buy their pig iron are likely to secure for second half, and it must be remembered that a considerable proportion of the pig iron made by the merchant furnaces is sold to steel works. Various odd lots of pig iron are being offered in the market by holders who are not producers and who are not ordinarily engaged in buying and selling pig iron. The market remains quotable as follows: Bessemer, $42; basic, $41.50; foundry, $42, f.o.b. valley furnaces, freight to Pittsburgh being $1.40.

W. P. Snyder & Company compute each month the average prices of Bessemer and basic iron, by taking all the sales of valley iron reported in lots of 1,000 tons or over, and striking an average of the whole tonnage. Their averages as computed for March are $42 for Bessemer and $41.50 for basic, at valley furnaces, or precisely the figures at which the market has been generally quoted. There had been a contention that sales had been made at $43, but this average, which is semi-official, does not confirm such claims.

It is only three or four months ago that the iron and steel trade was full of talk that the furnaces and mills would not be able to function well for a long time, as if the normal condition of the plants making new output records from time to time, when they had the orders to work on, had been permanently lost, to be succeeded by a condition in which something or other would always be wrong. Production of late has not been justifying such forebodings, but on the contrary has been at such high levels as to make it appear probable that the iron and steel industry will in the near future not merely produce at what was considered its capacity, but at greater rates still, necessitating a revision upwards in the estimates of capacity. While pig iron capacity has hitherto be taken to be 43,000,000 or 40,000,000 tons a year, it may be that output will prove 5 to 10 per cent. above that if demand continues heavy. Steel ingot capacity has been taken at 49,000,000 or 50,000,000 tons a year, but may eventually prove to be about 10 per cent. above that.

Breaking of output records has indeed begun already, not a few plants or departments having done better last month than ever before. The most notable case is that of the National Tube Company (Steel Corporation) whose output in March was the best on record, and not by a small but rather by a large margin. As this company produces about 4 per cent. of all the finished steel of the country, the case is an important one. Thus far, however, breaking of records has been very far from general. April and May are likely to show much more in that direction.

Transactions in steel products have been light all along the line. There is a small but insistent demand in a few quarters for prompt lots, and with offerings so limited the premiums for prompt shipment do not decline very rapidly. The larger mills, that have a policy now of selling quarter by quarter, have not formally opened their books for third quarter, and seem to have found that their customers are not anxious for them to do so, seeing that prices would probably be $10 or $15 a ton above the schedule at which the Steel Corporation continues to sell to regular customers, and for the later deliveries it has to offer.

OCEAN RATES AGAIN ADVANCE

Announcement is made by Trans-Atlantic Steamship Lines operating between United Kingdom and North American ports that advanced rates will be effective from April 1, these to affect passenger schedules and as well freight rates. In the announcement made no definite percentage advance is given on freight, but passenger fares are to be advanced about 20 per cent.

As the new schedules will affect the port of Montreal, it is of interest to the Canadian trade in general that these increases are being made effective. Since 1914 rates have very greatly advanced and in some cases are fully double what they were at that time. At this writing representatives of the various transportation companies are in conference as to just what the advance schedules will be. The action has been taken following a decision to boost rates taken at a conference of representatives being held in Paris.

A surcharge of 33 1-3 per cent. on rates now payable has been made to balance exchange differences. This, it is understood, will be reduced to 25 per cent.

Paint As An Insurance Policy

Greatly Increased Value of Buildings Makes Painting for Insurance More Important Than Ever—Huge Losses Can be Prevented by Proper Attention

THE sale of paint as an insurance to prevent untimely decay in buildings is a more important subject to-day than heretofore, in view of the inflated values of building properties. Buildings constructed within the past six or seven years have greatly increased in value under the conditions brought about by a shortage of housing accommodation. For that reason these buildings to-day represent a larger investment and are therefore worthy of even better protection than in the past.

The paint and varnish trade has always been a strong advocate of using its products as a measure of insurance against decay, yet the volume actually sold from this standpoint is insignificant compared with the amount of fire insurance sold.

Fire insurance is sold against a possible, as well as a more or less preventable loss. Loss and deterioration of property value is continuous and inevitable, but can be deterred and prevented to a large extent by the protective use of paint. Lack of paint hastens this loss. Adequate painting prevents deterioration and depreciation. There is no excuse for property loss through lack of paint.

The serious losses by fire in Canada during the last few years have brought about action by both the Federal and Provincial Governments to seek methods of preventing fires. Fire losses are both individual and national. Inconveniences arising out of them are basically economic to the nation as well as the individual. No individual desires either the loss or inconvenience that comes to him through loss by fire. Our Governments have come to realize that such losses and inconveniences not only affect the individual but they affect economic conditions, draw unnecessarily upon our natural resources and have a retarding influence upon business which have become a national detriment.

More Important Than Fire Prevention

Fire prevention has a more spectacular appeal to both the Government and public for the reason that both have seen the tremendous amount of loss and waste that can take place in the brief period of a conflagration. The truth of the matter is that a greater loss and depreciation is taking place on all property through lack of paint. This loss, while inevitable, covers a period of years; though it is less visible, it is nevertheless as certain, and more destructive in the aggregate.

Losses through lack of paint, like those of fire, are individual and national. The inconveniences that sooner or later arise from loss through lack of paint are just as basically economic to the nation as they are to the individual. They cause us to draw upon our national resources just as unnecessarily as fire. Lack of paint has a retarding influence upon business which is fully as serious a national detriment as fire.

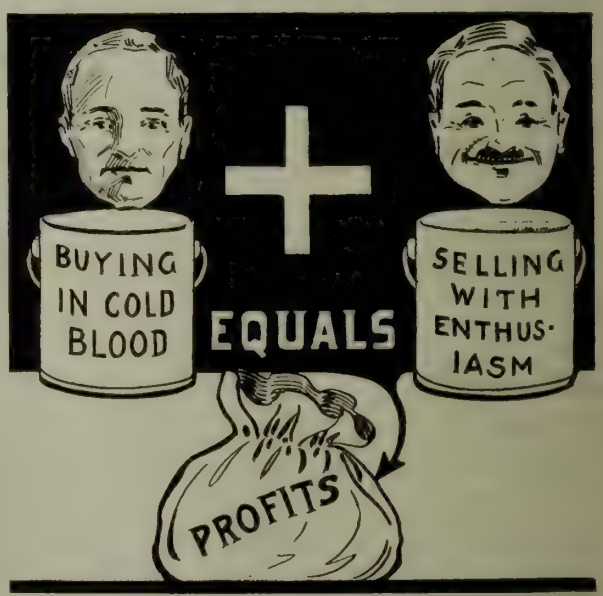
We may be pleading a futile cause at the present moment, but from the standpoint of conservation alone, there would appear to be as much justification for the Government encouraging the use of paint, as there is for the positive efforts they are making to prevent fire losses. How far in the distance this may be it is hard to tell. Our Conservation Commission might well direct its attention to the fundamental economic service that paints and varnish can render in protection. If, through their efforts in the direction of preventing fire losses, they are able to effect a saving of 25 per cent., it is quite within the range of possibility to effect a saving of 50 per cent. to 75 per cent. of the losses through lack of paint. Fires are oftentimes accidental; some of them are incapable of prevention. But lack of paint is inexcusable. The loss is not so rapid, but what man has not plenty of time to get out his ladders, buy a few gallons of paint and apply it every three or four years? A fire brigade is called after the mischief has started, but there

Profits and How to Secure Them

Written for HARDWARE AND METAL
By F. A. FARRAR

MANY paint departments in hardware stores are treated quite independently from the regular line of goods. This may or may not always be the best means, but the fact remains.

The object of every paint department is to make money, to show a profit, and if you gain this end, the paint division is a success. If profits are lacking it is a failure. What you want is a favorable balance on the proper side of the ledger, but now what goes to make a business profitable?



First, as some master mind has said, it is buying cold blood and then keeping records of facts and selling with enthusiasm.

You must sell trustworthy goods — build up a paying line of customers and then cause this trade to come again and again, thus becoming a real asset to your business.

Merchandising, as I understand it, is based on three units — the cost of merchandise, the cost of doing business, and the net profit secured.

The other day I heard a new definition for efficiency. Here it is: "Buying from a Hebrew and selling to a Scotchman at a profit." Don't forget this —"at a profit."

If you bear the above in mind you cannot fail to make yours, and at a time when most profitable.

MOORE'S

House Colors

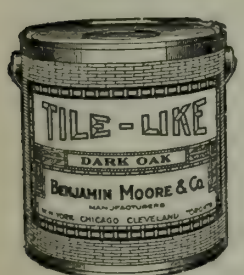
"Save the surface and you save all" *Paint & Varnish*

MOORE'S
GUARANTEED
PAINTS
"Absolutely satisfactorE or money refunded"

An Agency for MOORE'S PAINTS, VARNISHES and MURESCO means:

BETTER PRICES
BIGGER PROFITS

Color Cards and details of our Splendid Agency proposition on request



Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. Blakeney, 276 South St., Halifax, N.S.

Western Sales Manager
J. B. Cleveland, Box 821, Saskatoon, Sask.

are painters who can be called in almost any time of the year to apply paint before the destructive influences that play upon building materials can get a serious hold upon property.

However, it may be a long time before the Government and its commissions wake up to the seriousness of the loss that is occurring from this standpoint, so why wait? The paint retailers can get into action right away by pushing the sales of paints and varnishes this Spring. Every retailer knows the conditions existing in the community. He knows exactly how much there is a need for this sort of insurance. He knows the property owners to whom this form of argument would appeal. Is there any need of waiting for the Government to make a move in this conservation effort when there is bigger business, and a larger profit to be gained from developing paint trade from this standpoint? Governments, like Providence, are pretty much inclined to help those that help themselves. You can take two meanings out of this statement if you will.

Is Much Greater

As we have frequently repeated in this column, it is estimated that the actual loss to property through lack of paint is much greater than loss by fire. A well-known paint authority has also stated that it is probable that the total production of all factors producing paint materials is not more than 1 per cent. of the losses that would occur if property were entirely neglected through lack of paint.

These considerations give some seriousness to the contention that paints and varnishes can be made to serve as preventatives and insurance against loss through deterioration. How many property owners realize this seriousness? On the other hand, to what extent have you as a paint dealer, impressed this phase of painting upon them?

Do Not Realize

You know that many property owners hasten to renew their fire insurance policies, yet never receive any returns by reason of fire. You know also that these same men have neglected or refused to paint their property loss that takes place year in and year out through lack of paint has not been brought home to them. Many a worthy piece of property has gone to rack and ruin through neglect, and which might have been kept in a serviceable, interest-earning condition. This has been proven by the thousands of homes that after a long period of emptiness have been reconstructed, and made not only habitable but comfortable.

Why is it property owners in every community have refused or neglected painting, then go to work and pay out expensive repair bills as though it were a matter of course? It is because they have not been brought face to face with the tremendous loss that must inevitably come about through long periods of paint neglect. If repainting could be made a habit every three or four years, like the renewing of fire insurance, instead of a spasm every eight or ten years, such losses would materially decrease. The retail paint dealer can do a great deal towards developing this habit to the benefit and profit of himself as well as his trade.

Demand Insurance

Here is another thought on the same subject. As is well known, it is the custom of the mortgagee to demand a fire insurance policy against possible loss by fire on any building on which he grants a loan. It would not be unreasonable therefore, nor impossible, for him to demand as a condition of granting loans on a mortgage that such property should be painted at least every three or four years against inevitable decay and deterioration. Considering that loss through lack of paint is greater than loss by fire, it would form an assurance against loss on realizable value. A leaseholder leasing property over a prolonged period of years would be fully justified in stipulating as a condition of the lease that his property should be painted at frequent intervals in order that it will be returned in serviceable condition, at the expiration of the lease.

Can Render Service

The service that the paint and varnish dealer can render his community by promoting protection, preservation, and conservation through his paint department, is almost inestimable. In very few instances has it been developed to the extent of its possibilities. It is in this phase of paint selling that the greatest opportunity for development and profit rests in the future.

It is not so much a case of how much a man saves by failing to purchase and use paint, as it is the extent of his property loss in neglecting to paint, and how much more is he actually out of pocket in so doing. Failure to paint inevitably brings losses that can never be retrieved; at the same time it brings about his head repair bills that could have been avoided. A repair bill that could have been avoided is as much a loss as deterioration and is only a compounding of the results of neglect.

There has been too great a tendency to look upon paints and varnishes as a luxury, especially when viewed purely from the decorative standpoint. There has been a very great failure to realize that they should be viewed and used from the broad fundamental economic standpoint of preservation and conservation.

Paint dealers who are keeping their ears to the ground will also note the change in attitude of the paint trade in advertising and selling their product. There has come realization that from an economic standpoint paints and var-

REAL SERVICE

Written for HARDWARE AND METAL
By F. A. FARRAR

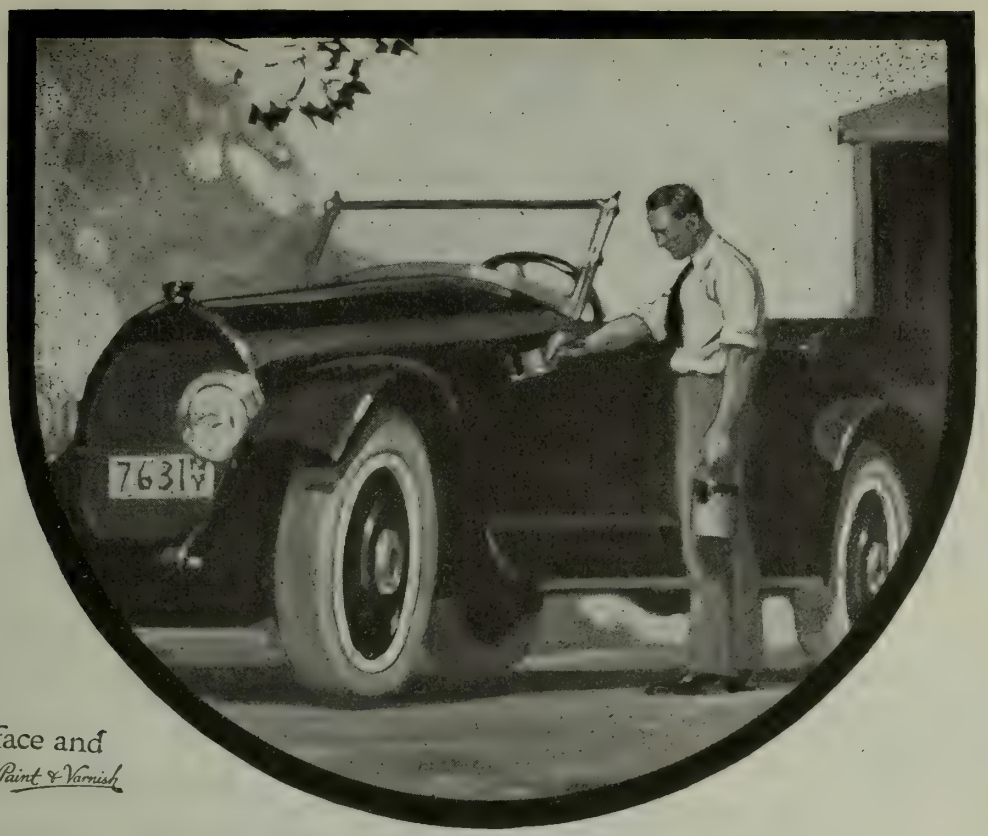
WE hear a great deal about service these days; it is a kind of a hackneyed old word, but contains perhaps the real secret of success in the paint department. The tendency in business is no longer to merely sell goods—the bigger, better, more lasting, more profitable idea is to sell *service,* sell what the paint or varnish will *do,* what it will do on the job and what it will do for the purchaser.

One big hardware man not only advertises but influences his sales people to talk not price, but service in its best sense, and this includes teaching the consumer how to use the goods he buys most advantageously. He sees that his salesmen are trained to carefully study the needs of their customers, and to assist them intelligently in buying.

Try to give them not so much what *you* want to sell but what they *should have.* Never handle "dishonest" goods. To fake is to finish.

See that the paint clerks know their merchandise, know their quality and real value, and exactly what each article is for and what it should accomplish on the job in maximum service. Take this right down through your entire line of paints, varnishes, enamels, etc. Forget self-interest and cultivate a strong one in your customers.

You will find that this co-operation, this willingness and intelligent ability to serve will prove the very backbone of merchandising the stock of your paint department to success.



"Save the surface and you save all" *Paint & Varnish*

Sell Auto Finish

Each year more Auto Finish is sold. Dealers who stocked Glidden Auto Finish last year have more than doubled their stocks this year. They made a good profit last year and they are out to double it this year.

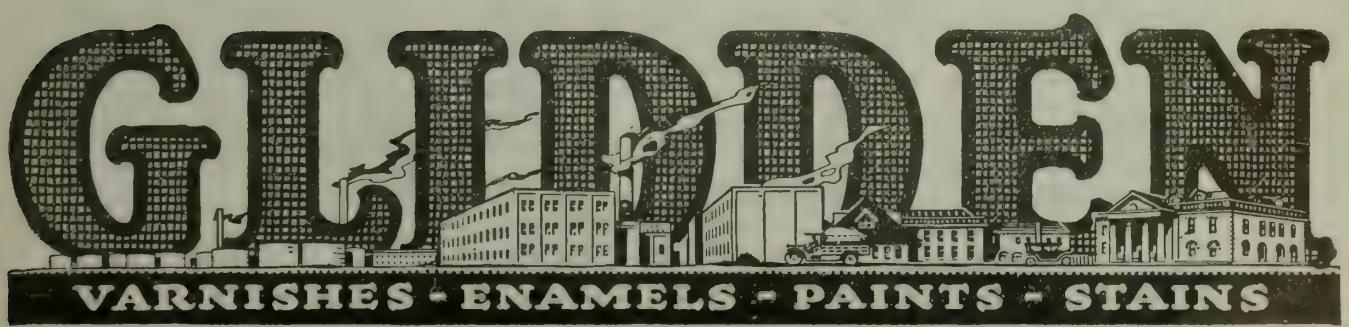
You can do the same—provided you select Glidden Auto Finish. This Glidden product is specially made for application by the owner. It levels out easily and quickly. It dries hard over night. No need to lay up the car for a week.

These enamels appeal to the owner just as the profits appeal to you. Write to-day for plans and prices.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

Branches at Montreal and Winnipeg



nishes have a larger service to perform than that of a decorative luxury. That service lies in the ability to preserve, protect and conserve and strikes at an underlying economic principle that makes them a necessity, a necessity the use of which brings actual dollars and cents saving to the property owner. The trade is beginning to realize that from this standpoint lies the grandest opportunity for the development of the sales of paints and varnishes.

Paint dealers alive to any change in conditions will get in line with this new tendency and seek to promote a regular painting habit from the economic standpoint. When they do they place their paint departments on a much more solid basis.

When the public buy paint from the standpoint of protection they will naturally demand all the protection they can purchase, which will offer a solution to the mischief created by selling low grade paints when only the best should be used. When service and value are sought, the question of price will sink into the background.

There are a good many dealers who can well afford to take a few minutes off, and think over their paint selling problems in this light.

PAINT NOTES

One of the leading Toronto daily newspapers gives the following information for making white paint: "White lead, raw oil and turpentine are the only three ingredients that you need to use in making white paint. The proportions are: ¾-gal. of raw oil and ¼-gal. of turpentine to 25 lbs. white lead." Of course, the value of experience, modern paint-making machinery, etc., do not enter into paint-making — that is, when viewed from the average newspaper sanctum.

How Hardwaremen Advertise Paints---No. 2

THE paint advertisement reproduced herewith, as used by Mills Hardware Company, Hamilton, is very striking. The fullest use is made of illustrations, paints for all purposes are mentioned, and prices are quoted for each line. Full information is outlined for the use of those who are not acquainted with the distinguishing features as between good and poor quality paints. This varnish paint mentioned is said to be of full body with great covering capacity, forming a tough, durable coat with a full gloss and smooth, uniform finish which may be kept clean by light rubbing with a damp cloth. This kind of information is appreciated by the reader of the advertisement and is an important point in drawing custom to the store.

Details of the use to which each paint should be put are given. Mention of a demonstration on certain days is a good point to make as there are always many willing to receive instruction in graining, painting, etc., at this season of the year. This particularly applied under the present circumstances, when owing to general conditions, every economy is being practised. A special panel inserted in the announcement and dealing with a furniture varnish stain is seasonable, and is a good means of bringing out an announcement on a somewhat different line to the others without losing the good effect of continuity.

The philosopher is not missed, and his warning to procrastinators will, no doubt, carry weight with those to whom it applies.

The Luxeberry Painter Says:

"VARNISH SHIFT IS FALSE THRIFT. To save a trifle per gallon on varnish some home builders will use or sanction the use of Finishes that are quite unsuitable and a spoiled interior results. I always try to steer my customers clear of this rock of mistaken thrift and insure a finish that lasts and satisfies by using Berry Brothers' Varnishes, Enamels and Stains."

It is the established confidence in "Berry" Finishes that has created and maintains the always increasing demand for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

THE MASTER PAINTER SAYS:

"A good job demands a good brush. I always use

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES

"SIMMS is the brush that can be used in any kind of paint, varnish, oil, paint remover — or anything — without shedding its bristles."

"I have never found any bristles in the paint when using a SIMMS brush."

"You can buy them at any good hardware store."

The painters' trade is well worth going after — and SIMMS is the line of brushes that will enable you to secure it.

Stock up with SIMMS trade winners —

Brooms
Whisk Brooms
Lather Brushes
Paint Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes

Prompt shipment from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office—St. John, N.B.

Montreal **Toronto** **London**

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 8.—Prices on most paint commodities have held this week, with a firming on most lines. The linseed oil situation is practically unchanged as regards both price and available stocks. Turpentine is very scarce and holds high, with tendencies pointing upward. Some expect it may yet reach $4. Paris green advanced 2 cents a pound this week, and arsenate of lead 5 cents a pound in both the dry and paste form. White lead in oil is active and supplies are said to be somewhat scarce. Putty, too, is very firm. Business is reported most satisfactory for the season.

Little New Promise For More Linseed Oil

Montreal.

LINSEED OIL.—While there has been a temporary relief in the linseed oil market this was of short duration, prices receding a few cents only and regaining their position, leaving quotations unchanged from those of last week. Seed supplies have not been augmented to any considerable extent as yet. Lake navigation will, it is hoped, help bring about more normal conditions ere long. In the meantime a price of $2.80 per gallon for raw oil, single barrel basis, is obtaining, and crushers are not anxious to sell freely.

	Imp. Gal.
Raw—	
1 to 2 barrels	2 80
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 82½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

No Chance of Decline Promised on Putty

Winnipeg.

PUTTY. — There is absolutely no chance of any easier feeling developing on putty according to trade sources. "Until whiting is more easily obtained, and at lower prices, there can be no reduction in the basis." Such is the comment this week of one jobber. There is a good seasonable demand for putty, and with linseed oil ruling high the market undertone is a very firm one.

	5 ton	1 ton	Less than ton
PUTTY—			
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Pure linseed oil putty, $2.50 per 100 lbs. advance on above prices.
Glaziers' putty—$1.60 per 100 lbs. advance on above prices.
Terms—2% 15 days, net 60.

Turpentine Holds But May be Higher

Montreal.

TURPENTINE.—Prices have not advanced on turpentine over the week but a strong undertone characterizes the market. At $3.50 per gallon, single barrel lots are being offered to the trade, while others are asking more. Some believe that advanced prices will be asked at an early date. Supplies are short and prices for all turpentine imported are stiffening.

	Imp. Gal.	
Turpentine—		
Single barrels	3 50	3 60
Small lots	3 57	3 67
(Packages extra.)		

Steadily Firm is White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—There has been a great deal of activity in white lead in oil. Bookings on hand have been receiving the attention of corroders, and it is safe to say that, at the present time, there is really not sufficient lead to meet existing demands. Corroders have had much need for their somewhat heavy earlier purchases of pig lead, and the present market on this basic material is such as to suggest a firm maintenance of corroded lead prices for some time. Government standard lead is selling as follows: 5-ton lots, per 100 pounds, $19.50; 1-ton lots, $20, and smaller lots than tons, $20.35.

Big Shipments Are Made of Prepared Paint

Montreal.

PREPARED PAINTS.—Much activity still obtains in paint circles, the manufacturers filling orders regularly for dealers' spring requirements. The tendencies point to a well-maintained demand, and once weather conditions are suitable for painting there will be plenty of repeat business, doubtless. Prices are unchanged but are very firm.

Shellac is Firm Under Fair Supplies

Montreal.

SHELLACS.—The position of shellac is still steadily firm although there have, of late, been no increases in the price. Jobbers report some difficulty in maintaining all the stock necessary, but the position is fair in view of the difficulties that have been experienced in the past in getting supplies forward.

Two Cent Advance For Paris Green

Montreal.

PARIS GREEN.—A straight advance of 2 cents a pound has been made for Paris green. This comes, not as a surprise, for as HARDWARE AND METAL has pointed out in recent issues, the raw material market was such as to suggest that changes might be made at any time. Prices for these raw materials have been higher since last supplies were purchased by the manufacturers of the finished product, and these advanced prices the makers have made effective as from April 1. New prices are: Barrels, about 600 lbs., per pound, 52c; arsenic kegs, 250 lbs., 42½c; drums, 50 and 100 lbs., 53c; 25 lb. drums, 54c; 1 lb. packets, 100 lbs. in case, 58c; ½ lb. packets, 100 lbs. in case, 60c, and 1 lb. tins, 100 lbs. in case, 60c. Arsenate of lead, too, is up 5c per lb. in paste and dry forms. Terms: F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John and Halifax (Yarmouth and P.E.I. ¼c per lb. extra). One month dating, net, or 1 per cent. 15 days.

TORONTO

TORONTO, April 8.—Paris green is one of the features in the paint market this week, having jumped 2 cents per pound. Arsenate of lead also advanced 5 cents per pound. Turpentine is very scarce and has again advanced 20 cents per gallon. The whiting shortage is holding up the manufacture of water paints, putty, and other commodities. Linseed oil is getting very scarce and little seed is coming forward. Prepared paints are moving briskly and all in the trade are well satisfied with the business offering. The demand for all lines at present is a heavy one and a tendency to scarcity is noted throughout.

Turpentine Prices Have Jumped 20 Cents Gal.

Toronto.

TURPENTINE.—Prices have shown further activities this week and have jumped 20c per gallon. This may not be unexpected, as it is no secret that present holdings are very light and importers say their supplies are very low. Some expect that the new crop will be

Ramsay's Paints and Varnishes

Will Help Your Customers to Brighten Up for Spring

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 78 Years

Toronto **MONTREAL** **Vancouver**

DISTRIBUTORS:

Edmonton District: Revillon Wholesale Limited, Edmonton.
Calgary District: The McDonald Baker Co., 818 8th Ave. W., Calgary
Nova Scotia: James Simmonds, Limited, Halifax, N. S.

held at a high figure, although a lower one than at present, and state there are many reasons. One importer stated that some of the large producers were able to procure convict labor at about 50 cents per day, but owing to different conditions, will be forced to hire other labor at a cost of around $3 to $5. However, it is hard to predict just what will happen; it may be that a heavy crop will be harvested and the larger volume may be the means of considerably lowering prices. The present quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	3 80
2 to 4 barrel lots	3 79
5 gal. lots	3 95

Linseed Oil Prices Firm; Seed Not Coming

Toronto

LINSEED OIL prices remain unchanged. Crushers state that present stocks are low and that the seed is not coming forward. Argentine seed is not coming in any appreciable quantity. This is believed to be mainly due to the strike in that country.

The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Cold Water Paint Deliveries Delayed

Toronto

COLD WATER PAINTS continue to be very scarce, a situation which is entirely due to the condition of the whiting market. The shortage of whiting is causing inconvenience to many commodities and many are hoping for better deliveries in the near future.

White Lead in Oil Firm; Situation Little Changed

Toronto.

WHITE LEAD IN OIL.—The situation on this commodity shows little change. Prices are firm with strong tendencies to advance although an immediate advance is not expected. Present quotations are as per current paint quotation page.

Prepared Paint Firm; Good Volume Moving

Toronto.

READY-PREPARED PAINT is showing a brisk demand and many are already commencing to reap their spring harvest. In some communities where shipments may be sent by boat it is believed that some have not received the bulk of their booked orders yet, but this, it is expected, will soon take place. It is not expected that any immediate change will be made in prices although the present tendency is for further advances.

Paris Green Prices Jump 2c Per Pound

Toronto.

PARIS GREEN.—A 2 cent advance has gone into effect on Paris green. This may not be a surprise to many as recent prices have been unsettled. The present demand is fair, and in the belief of some manufacturers there are still some merchants that have held back and are waiting for the spring demand before they order. Owing to this condition manufacturers state it is rather hard to judge what the demand will be for the present year but the general opinion is that there will be a shortage should the different crops require anything like the quantities used in some of the former seasons.

The new prices are quoted as follows:

100-lb Lots—	per lb.
Barrels, about 600 lbs.	0 52
Kegs, about 250 lbs.	0 52½
50-lb. and 100-lb. drums	0 53
25-lb. drums	0 54
1-lb. packets	0 56
½-lb. packets	0 58
1-lb. tins	0 58
½-lb. tins	0 60

Arsenate of Lead Has Stiff Advance of 5c Lb.

Toronto.

ARSENATE OF LEAD. — A very heavy advance has been made in arsenate of lead approximating 5 cents. This is said to be due to the higher cost of labor and incidentally the advance cost of producing, although numerous other factors also figure in the situation.

The new prices are as follows:

Dry Arsenate of Lead—	Per lb.
1 lb.	0 44½
5 lbs.	0 41
25 lbs.	0 39
100 lbs.	0 38
Paste Arsenate of Lead	
1 lb.	0 34
5 lbs.	0 30
25 lbs.	0 28
100 lbs.	0 27
600 lbs.	0 26

Putty Prices Firm; Whiting Continues Scarce

Toronto.

PUTTY.—Prices continue to hold firmly and supplies are light. This is directly the result of the whiting shortage, it is stated. Many are surmising what the situation will be when the boats again start moving. Present prices, although firm, are holding unchanged and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Window Glass Scarce; Demand Very Heavy

Toronto.

GLASS.—Prices on window glass remain unchanged, and although the present demand is being fairly well supplied it is believed that the latter half of the present year will show considerable shortage unless many existing conditions are overcome. The present discount is: Single and double diamond, 15 per cent. off the list; cut lights are quoted at 40 per cent. discount.

PAINT MANUFACTURER GOES TO ENGLAND

John Irwin, vice-president and managing director McArthur, Irwin, Limited, left on Thursday for an extended trip to England and the Continent. While away Mr. Irwin will probably visit Switzerland, and other countries, and he expects to be absent until the middle of June. Mrs. Irwin accompanied him.

SHERWIN-WILLIAMS OFFICIAL CELEBRATES GOLDEN JUBILEE

Sereno Peck Fenn, vice-president and treasurer of the Sherwin-Williams Company, has just completed fifty years of active work, and the occasion was fittingly celebrated by his associates in business with a banquet, at which 350 members of the Sherwin-Williams organization and their guests did honor to Mr. Fenn.

GARNISHEE LAW SATISFACTORY

Continued from page 37

"In my opinion," said D. W. Clark, Avenue Road, Toronto, "no amendment that can be brought up is worth the paper it is written on unless it makes the garnishee automatic weekly or monthly until the account is cleared. As it stands, the writ is far too expensive, both to the merchant and the creditor, to be worth the trouble when you consider the small amount obtainable on each writ. Why should a law defend a man who systematically works to defraud one who has given him credit? No grocer would enter a claim for garnishment unless he has given his debtor every reasonable chance to deal fairly."

"We would be satisfied," said Wm. Cole, 246 Avenue Road, Toronto, to HARDWARE AND METAL, "with even a small percentage rate of garnishment if the law provided that the account be settled before the writ is invalid. At the present time we have to be able to collect five dollars on writ before we have one cent for ourselves. It therefore doesn't even pay us for our trouble and in the majority of cases we stand to lose even the five dollars. The present law is not worth anything to the merchant nor would any amendment be satisfactory unless it provides that the writ is valid until the account is liquidated."

TOO LATE FOR CLASSIFICATION

FOR SALE

FOR SALE—40 AUTO-STRAP SAFETY RAZORS in cases, army stock, new. Box 208, Hardware and Metal.

Still At Your Service

THE makers of Heath and Milligan's Dependable Paints and Varnishes are still at the service of the paint trade of Manitoba, Saskatchewan, and Alberta; ready to furnish the same high quality products to the many satisfied customers who have bought, sold and used these Dependable Paints and Varnishes for years.

From our Warehouse at 44 Princess St., Winnipeg, we can make prompt deliveries and insure that service, quality and co-operation that has always characterized Heath and Milligan Products.

We know that our old friends who have found quality and dependability in the Heath and Milligan line will profit by their loyalty to it this Spring —and we advise you who have never yet handled our line and are still looking for the best "paint proposition," to write us to-day.

We are eager to serve our old friends — and to make new ones.

Heath & Milligan Mfg. Co.

Paint and Color Makers

44 Princess Street : : Winnipeg, Man.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk.	Lesmok	Smkless.
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	81 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.....	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base a .. to list as follows:

Group 2....$ .25		Group 3....$ .50	
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	20 00
No. 3, doz...........	22 50
No. 4, doz...........	24 50
No. 5, doz...........	27 00
No. 6, doz...........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb..............	$4 00
No. 2 x 50, lb..............	5 00
No. 3 x 60, lb..............	7 50
No. 4 x 100, lb..............	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $3.00.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	19/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
12/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/16.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.
Discounts being revised and jobbers' prices now higher.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1 18 x 24	9 80	11 75
2 18 x 28	11 00	13 75
3 20 x 30	12 60	16 50

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 31	.....
No. 33	.....
No. 35	.....
No. 36	.....
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz............... 12 60

BOARDS, SLEEVE—

No. 3 dozen...............$ 6 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	....
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	....
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($2 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 55%. Tire Bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base.......	0 45

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$33 00
Step ladder stools	18 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price band churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 10
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	Per 1,000 ft.
17—7-strand, 100 ft. lengths..	$6 85
17—7-strand, 50 ft. lengths..	7 00
18—6-strand, 100 ft. lengths..	5 60
18—6-strand, 50 ft. lengths..	5 83
19—6-strand, 100 ft. lengths..	4 50
19—6-strand, 50 ft. lengths..	5 00

F.O.B. Montreal, Toronto, London

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, net list; trace chains list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2 dozen; stamped, No. 3 or Dominion, $1.75 doz. net; breast chains, No. 220, $16 dozen pairs.
F.O.B. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 04
No. 7, lb.	1 03
Nos. 8, 9, 10, 12..........	1 02

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.............	$34 80
2 ft. 10 in., doz............	35.40
3 ft. x 7, doz...............	36.00

F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.30
5/32.....	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2 10

THIRTY-FIVE
Years' Reputation

Is back of every pound of

Harris Heavy Pressure
BABBITT METAL

And the same applies to all the goods we make

WE ARE THE LARGEST MANUFACTURERS of White Metal Alloys IN THE DOMINION and can give you close prices on

Babbitt **Solder**
Lead Pipe **Sheet Lead**
And all Ingot Metals

LET US KNOW YOUR REQUIREMENTS

The CANADA METAL CO., Limited
HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Are There Factories In Your Town?

Factory workmen are the best of all prospects for bicycles.

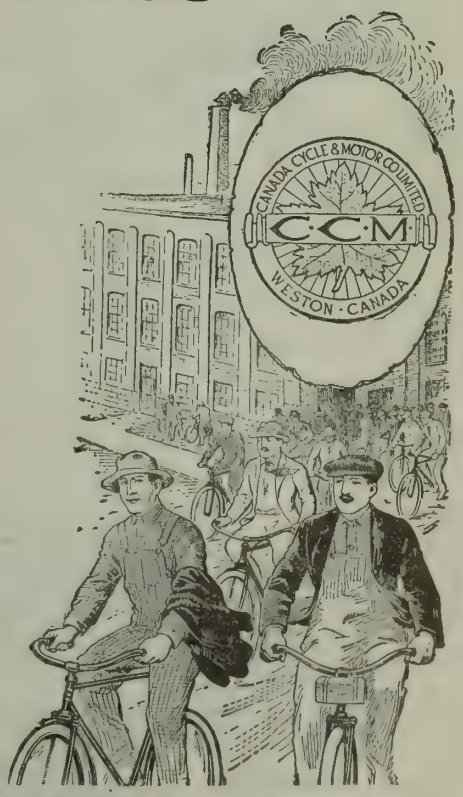
If there are factories in your town—particularly if there are any located near you—it will pay you to canvass the men or in some other way show them what a bicycle can do for them.

Skilled workmen admire and appreciate the skilled workmanship that their trained eyes can see is put into

C·C·M· Bicycles

Therefore, it is easy to sell them any one of these famous lines:—

CLEVELAND—COLUMBIA—RED BIRD—MASSEY—PERFECT—GENDRON—IVANHOE



The Canada Cycle & Motor Company, Limited
Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 17½%; cast bushings, 17½%; unions, 32½%; flanged unions, 2½%; pound goods, add 25%; plugs, 15% off list; couplings, 4-in. and under, 30%.

Class—	Black	Galv.
A	0 65	0 80
B	0 28	0 38
C	0 19	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%.
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $24 00
Do., 9-16 in. 36 00
Jute, 7-16 in. 18 60
Do., 9-16 in. 31 80

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List
Atlas, No. 0 .... $13 30
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 80
Stearns, 4 in. 9 75
Stearns, 5 in. 13 20
Perfect, No. 1 .... 10 45
Canada 12 50
Hatch 12 75
National 14 50
America 16 50
Great West 30 00
Storm King and safety hangers, doz. 10 00
Steel track, 1¼ in. 9 00-12 00
F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 00	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 1 50
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Canadian Beauty Electric Irons—New Style, each 5 44
Hotpoint Domestic Electric Irons, each 5 25
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 10 ft. only	0 38
Shelf Lock, 4 to 8 ft. only	0 30
Gardner, No. 1	0 27
Do., No. 2, bolted	0 30
Dominion, No. 3	0 31
Do., No. 4, bolted	0 34

Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 45	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb. No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor asher, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete.......... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
F.o.b. Toronto, Guelph. London, Hamilton.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Toronto, Hamilton, Milton, $5.70 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur. Fort William, $6.00 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
London, $7.00 base; Toronto, $6.75
Roofing Nails — American, large head, keg, $10.76; 25-lb boxes, per 100 lbs., $11.75.
London—Kegs, $10.75; 25-lb. box. F.o.b. Montreal, Toronto, Hamilton. $11.75.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.

Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited

St. Catharines
Ontario

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

Established Over 100 Years

Send for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

Agents: A. Ramsay & Son Co., Montreal

Chair Seats—In Three Ply Veneer Staple Patterns

Every C. V. C chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church-pew varnish.

Ask for samples, and compare with any other make

Canadian Veneering Co., Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal

O-Rib-O Steel Clad Garages

Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door 28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 60
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20
Black oil (winter)	0 20½
Imperial Kerosene tractor	1 25
Capital cylinder	0 82
Machine oil, regular grades	0 47
Standard gas engine oil	0 51½
Paraffine	0 30½

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 16
Fuel oil tank cars, net	0 14

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$4 60
3 Hoop	4 85
Stable	7 65

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cycione (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	**0 12**	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$23 00
2-lb. pkgs., gross	44 00
In barrels, 250 lbs., lb.	0 13
Barrels of 5 lbs. cotton bags lb.	0 14
In kegs, 125 lbs., lb.	0 15
In 50-lb. boxes, lb.	0 17
In 25-lb. boxes, lb.	0 18

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 43—Feb. 3, 1920

Standard Buttweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛-in.	$ 6 00	$ 8 00	$.....	$.....
¼-in.	4 83	6 96	5 31	7 44
⅜-in.	4 83	6 96	5 31	7 44
½-in.	6 42	7 99	7 10	8 67
¾-in.	8 11	10 24	9 03	11 16
1- in.	11 99	15 13	13 35	16 49
1¼-in.	16 22	20 47	18 06	22 31
1½-in.	19 39	24 48	21 59	26 68
2- in.	26 09	32 93	29 05	35 89
2½-in.	41 24	52 07	....	....
3- in.	53 93	68 09	....	....
3½-in.	68 54	85 56	....	....
4- in.	81 21	101 37	....	....

Standard Lapweld

Per 100 feet

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2- in.	$29 79	$36 63	$33 49	$39 96
2½-in.	43 58	54 41	49 43	60 26
3- in.	56 99	71 15	64 64	78 80
3½-in.	70 38	87 40	79 58	96 60
4- in.	83 39	103 55	94 29	114 45
4½-in.	95	1 19	1 20	1 45
5- in.	1 10	1 39	1 40	1 69
6- in.	1 43	1 80	1 81	2 19
7- in.	1 87	2 36	2 34	2 83
8-L in.	1 96	2 48	2 46	2 98
8- in.	2 26	2 85	2 84	3 43
9- in.	2 71	3 42	3 40	4 11
10L in.	2 51	3 17	3 15	3 81
10- in.	3 23	4 08	4 06	4 90

Terms 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	**15%**
Medium and extra heavy pipe, **2, 3, 5 and 6**	**10%**
Medium and extra heavy fittings, **2 to 6 inch**	**25%**
8 inch pipe and fittings	**5%**

F.o.b. **Toronto, Montreal.**

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$10 50
Navy pitch, per bbl.	**6 50**
Coal tar pitch, per cwt.	**1 20**

F o.b. Montreal, **Toronto.**

PLANTERS, CORN

King of Field, doz.	$14 30
Triumph, doz.	12 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	**$15 00**
IX, 14x20 base	**17 00**
IXX, 14x20 base	**19 00**

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 00	$3 40
No. 2	3 35	3 75
No. 3	3 70	4 35
No. 4	4 40	4 70

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1 ply	$2 25
Everlastic, 2 ply	2 65
Everlastic, 3 ply	3 05
Panamoid, 1 ply	2 10
Panamoid, 2 ply	2 45
Panamoid, 3 ply	2 80
Red Star Ready Roofing, 2-ply	2 10
Do., 3-ply	2 50
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations **are basis prices. ¾ in. and larger diameter. The** following advances **over basis are** made for smaller **sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.**

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 93
Do., 5-32 in.	0 92
Do., 3-16 in.	0 89
¼-in. and up	0 88

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
268, 50 ft. Challenge, Steel	$4 90
106, 50 ft. Reliable Jr., Steel	4 [illegible]
243, 50 ft. Rival, Steel	4 25
1243, 50 ft., Rival Jr., Steel	3 [illegible]
606, 50 ft., Metallic	3 45
604, 66 ft.	3 [illegible]
403, 50 ft., Linen	2 [illegible]
	Dozen
713, 50 ft., Ass Skin	7 25
714, 66 ft., Ass Skin	8 65
143, 3 feet, Steel Pocket	7 [illegible]
146, 6 ft., Steel Pocket	10 [illegible]
175, 6 ft., Linen Pocket	[illegible]
165, 6 ft., Cotton Pocket	1 [illegible]

F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, [illegible]% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. **Montreal and Toronto.**

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

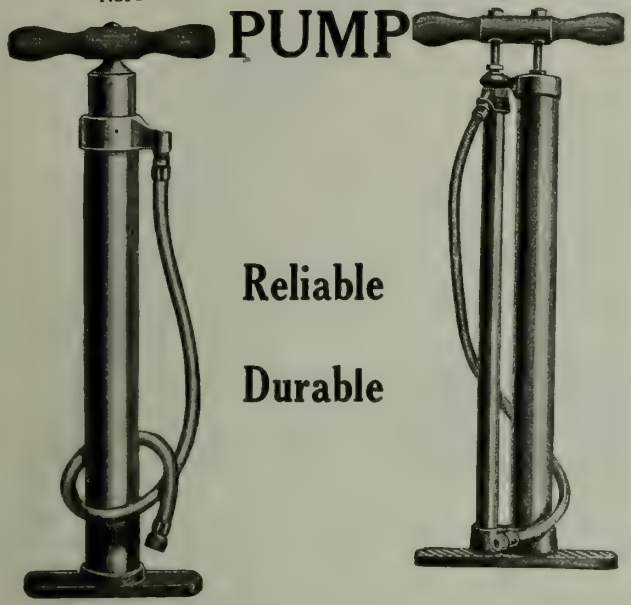
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	[illegible]
Hexagon cap	[illegible]

Insist on Getting a

TALLMAN TIRE PUMP

No. 1 No. 2



Reliable

Durable

Tallman Brass & Metal Limited

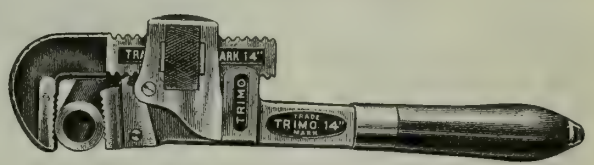
HAMILTON, ONT.

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6 inch, 8-inch and 10-inch size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber Can Supply



Trimont Mfg. Company

Roxbury (Boston,) Mass., U.S.A.

Do You Read All the News When You Buy a Paper?

If you just skim over it you miss important items about your business. We read every column of the Canadian newspapers as a business and select every item on which we have an order. In this way we gather important news for our many customers and give to them a service which cannot be duplicated in any other way.

We cover United States as well and any subject written upon by the newspapers can be watched for important items. We supply advertisers with ads; wholesalers with new stores and local demand; manufacturers take all local mention of their goods as well as articles on markets, imports, new products, etc. We can supply you with a prompt service which will keep you up to the minute at a moderate rate. Drop us a line.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $14 00
1 loop 13 50
2 loops 13 00
3 loops 11 85

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.b. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka, per M. $12 50
S.M.P., per M. 27 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Kegs 7 10

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner .. $22 00

STRETCHERS, CURTAIN—
Star, No. 1, doz. 24 00
Star, No. 2, doz. 24 00
Sun 18 60
Adjustable Pin, No. 44, doz.. 34 50

STRETCHERS, WIRE
Hercules, doz. $2 60
Sampson, doz. 7 50

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b. .... $ 62 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 47 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b. ... 60 00
Standard, jap. fittings 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM — Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

TACKS — Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920 ...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919 .... Net list
List of Capped Goods adopted Jan. 1, 1916 .... 70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.60	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

Perfection No. 33, 3-burner .. 27 00
Perfection No. 34, 4-burner .. 35 00
No. 22G oven for above stoves 8 25
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 4 50
Detroit Glass Front Oven, No. 85, each, net 4 50
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters. — List
No. 525, each $7 50
No. 530, each 8 50
No. 630, each 11 50
Discount 30% off list.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. 0 19
Brackets for above, per doz. 1 72
National Flat Track, 1¼ in. per ft. 0 12

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 16 in...... $12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 5% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain
Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1 .... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $24 00
No. 1, per dozen 21 00
No. 2, per dozen 19 00
No. 3, per dozen 16 00
F.O.B. Newmarket.

TWINE BINDERS — Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb..... $0 94½-0 95
Cones, 3-ply, lb. 0 91
Do., 4-ply, lb. 0 95

VALVES AND COCKS
Compression work—Standard .. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2 .... 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard .. Net list
Radiator valves—Standard 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate .... list plus 5%
Jenkins Globe .... list plus 5%
F.O.B. Toronto.

Penberthy Brass Valves
Compodisk Valves .... net list
Gate Valves .... 5 and 2½%
Regrinding Valves .... add 5%
Swing Check Valves ...... add 7½%

WARES, ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 20%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.....	$5.00	$4.20	$5.00
Section, ½ lb., per 100 lbs.....	5.00	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3 25	3.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz. $63 00
Garden Steel, doz. 72 00
Light garden, doz. 60 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 75
Bright base 5 75
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 .... $9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB 165 50
Favorite, No. 511E 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151 ... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB . 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 254

A Money Saver

Corrugated Culverts Made of Heavy Gauge GALVANIZED SHEETS

Corrugated Culverts have been used in every part of Canada during the past twelve years and every culvert is still in use and will be for many years to come.

Especially good for highways, radial and street railway lines, crossings, railways, industrial plants, rural allotments, city sub-divisions, farms.

Anyone can instal—A big saving in cost.

Made from TONCAN METAL Rust-resisting, anti-corrosive Sheets by PEDLAR PEOPLE, LTD., Oshawa.

and from MADE IN PREMIER CANADA Galvanized Steel Sheets by CORRUGATED PIPE CO., Stratford

Send direct to maker for prices and details.

TINKER TOM.

Look for Talk No. 255 next week

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	30-32
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C,P, Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE	Per lb.
English sheet	0 35-0 40
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 95
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$.....	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis	
Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett Products

Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 10

Carbosota Liquid—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	[illegible]
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 84
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	$3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

Mr. Dealer

are you going to be able to supply your customers with

A REAL SPRAY PUMP

THIS SEASON

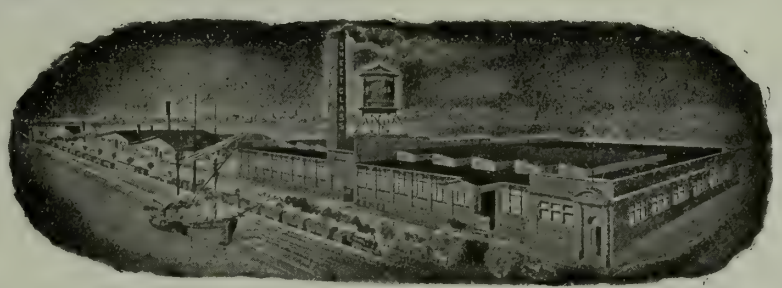
Better look this over carefully and we would advise anticipating your requirements as far in advance as possible, because there is sure to be a big demand for this pump this spring. Write us for further particulars on above or any other pump requirement.

The R. McDougall Co., Limited

Galt, Canada

S

BRAND WINDOW GLASS



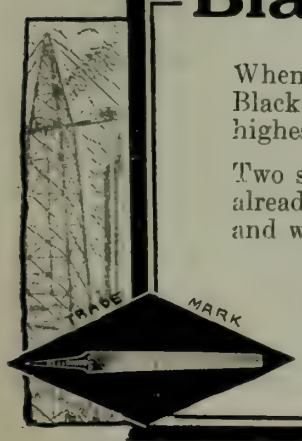
GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY **TORONTO**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless,$7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga, $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	85	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour 45%

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.50 base, over 2-in and including 3-in., $6.25 base. Round over 3-in. to 6-in., $6.75 base. Round and square, 3/16, ¼ and 5/16-in., $6.50 base. Swedish iron, $8.00; sleighshoe steel, $6.00; spring steel, $6.00; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $8.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10%; over 6 inch, 7½%; 7-16 inch and larger, 7½%; machine, ⅜ and under, up to 4 inch, 12½%; over 4 inch, net list; 7-16 and over, net list; machine set screws, 40%; plough bolts, 5% on; stove bolts, 45%; shaft bolts, 5% on; tire bolts, 30%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	42
3 x 3 in.	44
3½ x 3½ in.	46
4 x 4 in.	57
4½ x 4½ in.	84
5 x 5 in.	104

Wrought Steel—

No. 800	20% on list
No. 804	Net list
No, 838	5% on list
No. 840	15% on list

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, per case, 8 doz., $10.60 per doz., $1.25; B, per case 6 doz., $9.30; per doz., $1.70.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾-oz. or 28 Eng.		$12 75
28 Am. or 26 Eng.		12 35
26 Am. or 26 Eng.		12 05
24		11 90
22		11 90
18 and 20		11 75
16		11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

5% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	13 25

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.56.

LEAD WASTE, $17.46.

WHITE LEAD

Decorators' pure, ton lots, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.00 base; Winnipeg, $6.50. Cut. f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 [illegible]
30 in.	8 98
36 in.	10 50

NUTS

Square, small lots, blank, $4.00, tapped, $4.25 advance on list; Hexagon, small lots, blank, $4.25, tapped, $4.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...$13 00
Clipper, unspun, bale 50 lbs. 12 25
Plumbers', bale 50 lbs....... 6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 36	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 69	17 01
1¼ inch	18 41	23 [illegible]
1½ inch	22 01	27 [illegible]
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 32	207 90

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

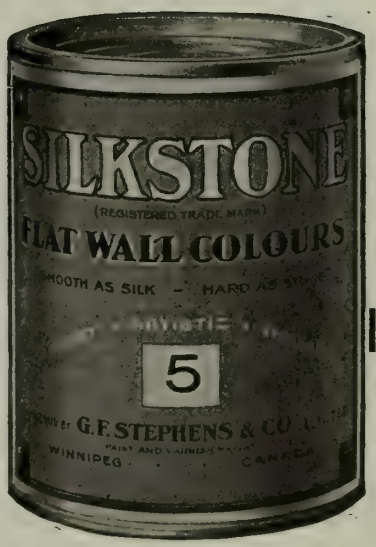
Stephens'

REGISTERED TRADE MARK

Spring Painting

Never had a rosier prospect to the trade than this year; but it will be necessary to buy early, for reports from all sources indicate a great demand.

There is the building increase and the many plans resumed after interruption by the war. Let us show you what an agency will do for you, if you are not an agent now.



G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

Five-lb. assorted boxes, No. 8, 74c; No. 9, 77c; No. 10, 79c.

Copper burrs, No. 8, 66c lb.; No. 10, 72c; No. 12, 77c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 65	$3 20	$3 80
Winner	2 75	3 25	3 90
Comfort	2 90	3 40	4 10
Induroid	3 20	4 00	4 60

ROPE

Sisal, 26¾c base; pure Manila, 40¾c base; British Manila, 32¾c base; lath yarn, 24¾c base; African hemp, 32¾c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell).
30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 25%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.00 flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.00 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.50 base. Round, square, flat, up to and including ¼, ⅜ to 2-in., $6.00 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.25 base; Round over 3-in. to 6-in., $6.75 base. Band steel, $6.00 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheetiron Ware, list plus 46%.
Light Galvanized Pails, plus 52½%.
Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.
Jap. Coal Hods, list plus 62%.
Galvanized Coal Hods, list plus 77%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.50 Winnipeg, $7.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 25
8 inch	1 40
10 inch	1 56
14 inch	2 20
18 inch	3 12
24 inch	4 55
36 inch	8 44
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal Toronto Winnipeg

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

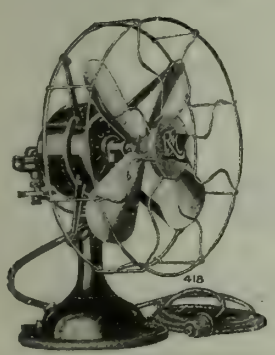
GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



ROBBINS & MYERS

OSCILLATING NON-OSCILLATING AND CEILING FANS

FOR RELIABILITY AND LONG LIFE

Robbins & Myers fans cannot be surpassed. Every fan is guaranteed by the manufacturer, so you take no chances when you recommend them to your customers.

Made of drawn steel, the frames are stronger than cast iron frames, which are more than twice as heavy.

Quiet in operation, they are as nearly noiseless as a fan can be made. They are ideal for the home, office, hospital, or any place where silent operation is desirable.

Write for 1920 prospectus and book of sales helps.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

WE WILL TELL THEM—YOU SELL THEM

Municipalities, groups of farmers, individuals—they buy Gopher Poison.

You can, helped by our advertising, sell **"MY OWN" GOPHER POISON.** Supply a ready demand. The photo and signature trade-mark on a package is a guarantee of uniform quality and square dealing. Sell them—we'll tell them.

Mickelson's Blue Cross Farm Remedies also yield a splendid profit.

Anton Mickleson Co., Ltd., Winnipeg, Man.

MEHASCO

MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Pake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

ALLEN FLUX
NON-ACID—FOR SODERING

at it since '93

Use and Sell
ALLEN Gas and Air Blow Torches

A sodering and branding tool for gas or gasoline. Temperature of sodering iron under positive control. A great little tool. Send for circular.

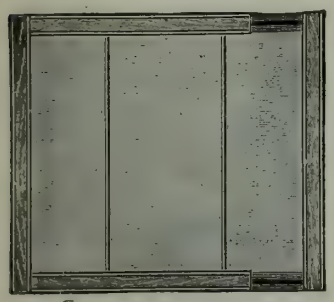
Bissett & Webb, 126 Lombard St. Winnipeg, Canada

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Kasement Skrene Dores

Easy to put up and easy to take down

Window Screens

The season is at hand—in fact right here—for these durable and easily handled window screens. They are perfectly adjustable, made of hard wood, and oil finished. The edges of the wire cloth are entirely covered with wood. Angle irons fit closely to the wire, leaving no space for flies to enter. Perfectly adjustable by means of double dove-tailed tongues.

These reliable, dependable screens offer a wide field of sales and profit. Many of last season's screens in the hands of consumers have been badly stored through the winter or otherwise abused so that they must be replaced this season.

The fact that every province has made housing plans and that all over the Dominion it has been a record-breaking year for building permits issued, assures an unusually favorable outlook for screen sales this year. Get your order in now.

Guaranteed not to sag or warp

Kasement Skrene Dores

Screen door season will soon be here. You will have to hurry and stock up in time for the summer trade. Right in line with the policy of always selling only the best merchandise in your store, it will pay you to investigate the sales-creating features of "**Kasement Skrene Dores.**"

There are no other screen doors like them on the market to-day. The strongest and lightest made. A man weighing 200 pounds can swing on a "**Kasement**" door like a gate without damaging door or hardware.

They cost no more than any make of good door — wear longer, and are the cheapest in the end.

Fit perfectly even on a casement that's "out of line." May be hung in 15 minutes. Save time and labor. Made of selected B. C. Fir thoroughly air-dried and excellent quality mesh wire cloth, black painted. Plain designs, neat, attractive and in a variety of finishes.

A complete set of nickel-plated "Kasement" hardware, packed in individual cartons, is furnished with each door.

OUR GUARANTEE

We guarantee "Kasement" Skrene Dores not to sag or warp or pull apart, and to give absolute satisfaction. We authorize dealers to refund purchase price if customer is not entirely satisfied.

Window Ventilators

The Continental is a leader. Made with sanitary cloth, this Ventilator is made of selected hardwood, oil stained and finished in "Mission Oak." A fine mesh cotton cloth, buff-colored and specially treated, forms the center of the ventilator, and acts as a filter, therefore keeping out all drafts, dirt and dust, rain and snow, and at the same time permitting the constant circulation of fresh air. Specially adapted for use in the home, schoolroom, offices, factories, institutions and hospitals, etc.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Motor Products Ltd., Winnipeg, Man.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
J. D. Adshead Co., Winnipeg.
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Edgar C Guthard Co., Chicago, Ill.
Gutta Percha & Rubber Ltd., Toronto.
Robert H. Hassler, Ltd., Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Wm. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The Prentiss Wabers Stove Co, Grand Rapids, Wis.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Standex Corporation, Chicago, Ill.
The Stanwood Equipment Co., Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Baseball Bats
St. Marys Wood Specialty Co., St Marys, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belt Dressing
Commercial Oil Co., Ltd., Hamilton.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cortland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

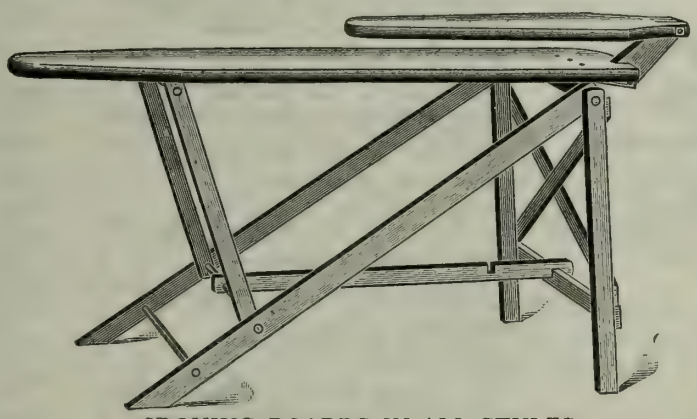
Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

We Meet the Retailer's Requirements

By Carrying a Complete Stock of Dependable Hardware, Sporting Goods, Auto Supplies, House Furnishings, Cutlery, Stoves, Oils and Varnishes

Good Business in Household Needs — FOR SPRING HOUSE CLEANING

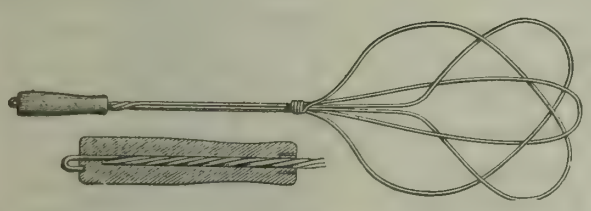
BISSELL'S
CARPET SWEEPERS



IRONING BOARDS IN ALL STYLES

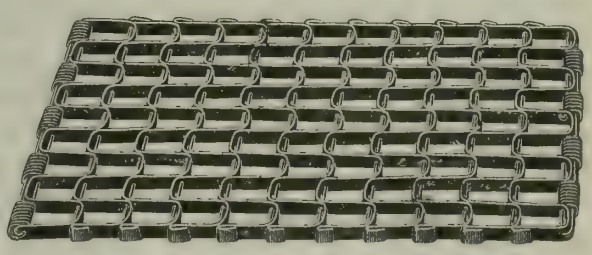
BISSELL'S VACUUM
CLEANERS

WE ARE HEADQUARTERS
For Alabastine
Berry Bros. Varnish Stain
O'Cedar and Liquid Veneer Mops
SEND US YOUR ORDERS.
WE HAVE THE GOODS



CARPET BEATERS

Watch the Small Seasonable Items in Your Stock.
They are Usually Business Getters.



WIRE DOOR MATS

We Have All Sizes in Both Wire and Cocoa Door Mats

ORDER NOW

"To Delay a Necessary Purchase is to Lose Money"

Service **WOOD, VALLANCE, LIMITED** Satisfaction

WOOD, ALEXANDER & JAMES
HAMILTON and TORONTO, Ont.

WOOD, VALLANCE & LEGGAT, Limited
VANCOUVER, B.C.

Wholesale Hardware, Sporting Goods
Stoves and Motor Car Supplies
WINNIPEG - MAN.

WOOD, VALLANCE & ADAMS, Limited
CALGARY, Alberta

WOOD, VALLANCE HARDWARE CO., Ltd.
NELSON, B.C.

THE BUYERS' GUIDE

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.
Edgar C Guthard Co., Chicago, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Barrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
A. E. Bregent, Ltd., Montreal, Que.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Mfg., Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
The Otterville Mfg. Co. Ltd., Otterville, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
The Barton Gillette Co., London, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
Albert Martin & Co., London, Eng.

Closets, Sanitary, Chemical
The Wakyte Mfg. Co., Winnipeg

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

MORROW

High Speed and Carbon Twist Drills

Fast and Accurate Tools

Dealers who carry Morrow High Speed and Carbon Twist Drills are enjoying splendid sales for the most logical of reasons—Morrow Drills are good! They are fast and accurate. They increase production and reduce cost.

Expert Tool Buyers know these facts; some through experience and many others through our consumer advertising.

Dealers' splendid sales are due to Morrow Selling Features: accurate, reliable drills from hammered steel bars, with a graduated thickness of web, giving strength where strength is needed; faster cutting, giving more holes with less regrinding; Morrow tempered, insuring less breakage. Morrow Drills are guaranteed.

Display them well and sell them with profit and perfect confidence.

John Morrow Screw & Nut Co., Limited

Ingersoll **Canada**

London, England: 7 Hop Exchange, Southwark, S.E. 1

"Oldest, largest, best equipped Plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts."
"Sole Distributors for the Ingersoll File Company's Files."

Try Your Jobber First

THE BUYERS' GUIDE

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Edward E. Johnson, Inc., St. Paul, Minn.

Coupling, Steel Rod
Edward E. Johnson, Inc., St. Paul, Minn.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coughlin & Co., Montreal

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. McFarlane & Co., Limited, Montreal Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bowden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co, Toronto.
North American Hardware Co., Ltd., Montreal.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd. Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.
Fisher Wilkie Co, Ltd., Sandwich, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co. Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd.. Hamilton, Ont.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Campbell Agencies, Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
The Phenix Mfg. Co., Milwaukee, Wis.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
D. J. Ladd & Co., Winnipeg.
Alex McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

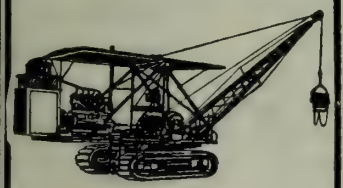
G R

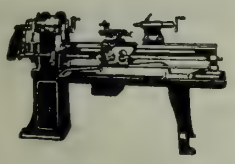
MINISTRY OF MUNITIONS

THE DISPOSAL BOARD
HAVE

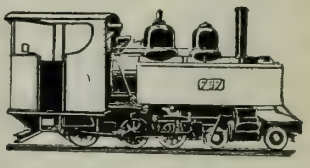
STOCKS

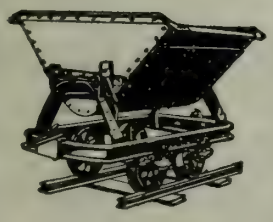
LYING IN THE UNITED KINGDOM
and
AVAILABLE FOR EXPORT
of
ENGINEERING STORES

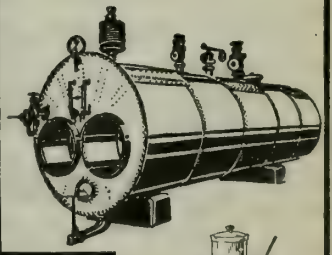




Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.

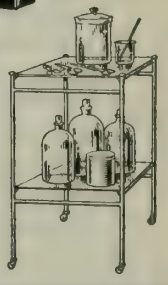






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Ltd., Toronto.
B. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stevens & Co., Ltd., Winnipeg.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The American Grinder Mfg. Co., Milwaukee, Wis.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lewis Bros., Ltd., Montreal.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

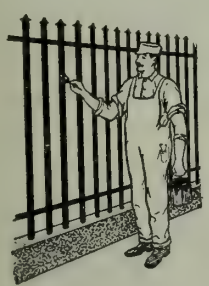
Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell then that you are the man they want to do business with.

Everjet Elastic Carbon Paint



A black carbon paint for industrial purposes. Probably no other paint on the Canadian market has ever enjoyed the same popularity and now fills so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten (10) years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smoke-stacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: Barrels (about 40 gals), ½ Barrels (about 20 gals.), 5 and 10-gallon Cans, and 1-gallon Cans, Lithographed (cases of one dozen).

Everlastic Liquid Roofing Cement

During 1920, we predict an unprecedented demand on dealers for *Roof Repair Materials* due to the extreme scarcity and consequent high cost of Roofing Felts and "Rubber" Roofings.

Everlastic Liquid Roofing Cement is unequalled for resurfacing and renewing the life of all kinds of old or worn-out Prepared or "Rubber" Roofing.

It is sold in all sized packages from 1-pint Cans (as in rolls of our Everlastic Roofing) to Barrels of forty gallons.

Elastigum Plastic Patching Cement

Elastigum is a tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, repairing flashings, relining gutters, stuffing cornices, etc., etc. It is easy to apply and sticks tenaciously to either a wet or dry surface. It is known as the "plastic cement of a thousand uses."

No heating or mixing necessary. Elastigum comes all ready for use, in the following sized packages: 1-lb. Tins (cases of 24 cans), 5-lb. Packages (12 to the case), 25-lb. packages, 100-lb. packages, ½-barrels of about 300 lbs., and barrels of about 600 lbs.

Everlastic "Rubber" Roofing

This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-ply, 2-ply and 3-ply weights in rolls containing 108 sq. ft. Nails and cement are packed with each roll.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

A wonderfully effective destroyer of flies, lice, mites and vermin of all kinds that are the bane of the poultryman, the stock raiser and the farmer.

Creonoid is manufactured from a Carbolic Oil, the source of so many of the wonderful modern remedies. It is thoroughly antiseptic.

Spray the larger animals, and paint or spray all perches, stalls, floors, walls, etc., in hen houses, barns, pig-pens and stables.

When the worry caused by flies or other insects is removed by Creonoid, horses are healthier, hogs fatten more quickly, cows give more milk, and hens lay more eggs.

Creonoid is put up in: 1-Gallon Cans (12 cans to the crate), 5 and 10 Gallon Cans, ½ Barrels and Barrels.

ST. JOHN, N. B. HALIFAX, N. S.
SYDNEY, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Hawks
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Marys Wood Specialty Co., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Th. Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co. Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies. Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Wilson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

IMPORTANT ANNOUNCEMENT

TO enable our many customers throughout Western Canada to procure their stocks of Neponset Roofing without delay, and at advantageous prices, we have arranged with the following firms to act as our distributors in their respective territories:—

NEPONSET PAROID **NEPONSET TWIN SHINGLES**

Neponset Waterproof Building Paper and Wallboard may be procured in any quantities from:

The Merrick-Anderson Co., Ltd. - Winnipeg, Man.
H. H. Reid Co., Ltd. - - - - Calgary, Alta.
Reid-Russell, Ltd. - - - - Edmonton, Alta.
Nelson Hardware Co. - - - - Nelson, B.C.

This arrangement, we feel confident, will simplify many problems that have confronted Neponset dealers heretofore — more so in respect to deliveries and excessive freight charges.

Inquiries are invited by the distributor nearest to you, with an assurance of prompt and earnest co-operation in all your requirements.

BIRD & SON, LIMITED

Head Office: HAMILTON, ONT. Mills at HAMILTON, ONT. and PONT ROUGE, P.Q.

NOTICE

TO ELECTRICAL MANUFACTURERS, JOBBERS AND DEALERS

All electrical material, devices and fittings for use on inside electrical installations in the Province of Ontario, *must not be offered for sale* until their design and construction has been approved by the Hydro-Electric Power Commission of Ontario. (6 Geo. V., Chapter 19, 1916.)

Manufacturers whose products are approved and listed by other recognized authorities, and which also meet the requirements of this Commission, may have same placed on the approval list by making application in accordance with Approval Laboratories' Bulletin No. 5, a copy of which will be sent upon request.

ONTARIO DEALERS' ATTENTION IS CALLED TO THE FOREGOING REGULATION — WHICH PROHIBITS THE SALE OF UNAPPROVED ELECTRICAL DEVICES.

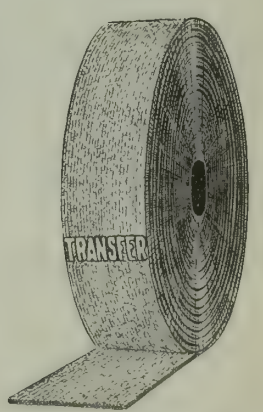
APPROVAL LABORATORIES
HYDRO-ELECTRIC POWER COMMISSION OF ONTARIO
8 STRACHAN AVENUE, TORONTO, ONTARIO

T-2021

Strong and Reliable

"Transfer" Power Belting

Better than Leather or Rubber



Protected From All Weather

This remarkable, double-woven, non-creep belting is weather-proofed by special process and also is made fire-resisting so that it is safe in sudden friction emergencies. "Transfer" "hugs," and easily takes care of shifting loads.

Fully guaranteed by the manufacturer

Sole Selling Agents

Campbell Agencies

McKinnon Bldg. Toronto, Ont.

THE BUYERS' GUIDE

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Pierce Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lampiough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Western Wire & Nail Co., London, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
The McClary Mfg. Co., London, Ont.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

TRADE MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

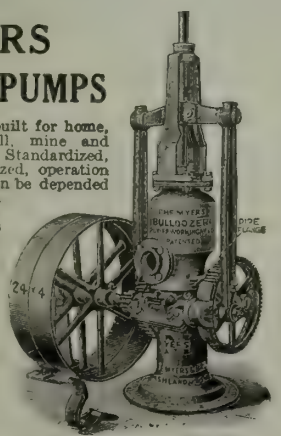
and SIEMENS-MARTIN

OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND OHIO

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co., Limited

LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd.. Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.
Stewart Phonograph Corporation Ltd., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Burd Ring Sales Co., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
E. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators for Ford Cars
The Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

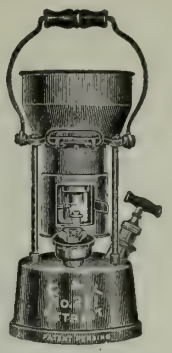
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO



No. 221
List Price, $33.60
Ask for discount.

Mechanics Call It The Best Made

Dealers find it a Wonderful Seller

A Kerosene Fire Pot with many improvements. Mechanics call it a "pippin" for dandy construction and heat-giving properties. An automatic brass pump supplies air pressure.

Yes, and C. & L. are good to sell, too; ask about discount and list prices. They sell, satisfy, and multiply your sales. Jobbers supply at factory prices.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

Canada Wire and Iron Goods Co.

Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens

Hamilton - - Canada

QUALITY ECONOMY
LUBRIKO

I. X. L. Belt Dressing is nature's greatest food for leather, rendering it pliable and waterproof. It imparts to the leather a life which greatly increases its wearing qualities, prevents cracking and slipping and keeps the leather smooth and clean. Can be used on any kind of belt. Apply on pulley side of belt. To apply with a brush, melt by heat, put up in bulk in barrels.

Avoid injurious imitations

The COMMERCIAL OIL CO., Limited
HAMILTON, ONTARIO

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Metal Stampings, Metal Caps and Small Metal Containers

We manufacture Small Containers, Caps, and Metal Stampings of all descriptions of any Metal.

"It will pay you to consult us."

Containers Limited 350 Sorauren Avenue **Toronto, Ont.**

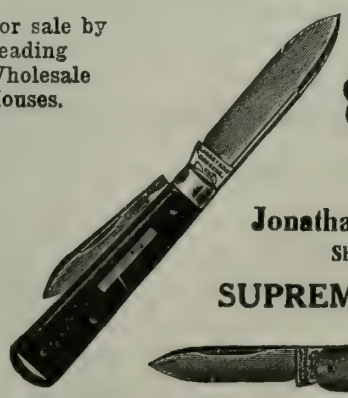
CRANE FITTINGS

CRANE
LIMITED

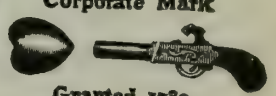
HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

BRANCHES: Vancouver. Calgary. Winnipeg. Toronto.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TENTS

FOR THE RETAIL HARDWARE MERCHANTS

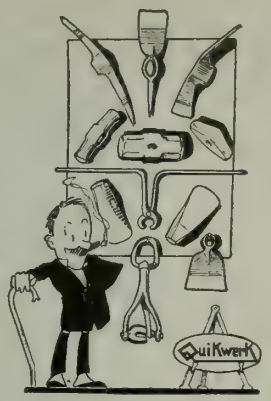
Canada's Largest Tent Manufacturers

COMPLETE CAMP OUTFITS

WOODS MANUFACTURING COY. LIMITED

OTTAWA

MONTREAL TORONTO WINNIPEG



Just a Few Tools

We make a lot more —but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.
234 Griswold St.
WARREN : OHIO

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.

THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

Works While You Are Busy

This "King Cutter" card display stand on your counter brings in the sales while you are busy with other customers. They come; they see; they buy—you have only to ring up the sales. You ring them up pretty often. "King Cutter" Razor Paste puts all the razors in town in tip-top shape. Ask your jobber.

J. SAMUELS
275 Queen Street West
Toronto - Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

King of the Field Corn and Bean Planter

Is a good seller that gives satisfaction

Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

Otterville Mfg. Co. Limited
Otterville, Ont.

THE BUYERS' GUIDE

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
Hingston Smith Arms Co., Ltd., Winnipeg, Man.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Xayd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.
The Prentiss Wabers Stove Co., Grand Rapids, Wis.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The Hamilton Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Chesterhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Themometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.

Tires and Tubes, Automobile and Motor Tru
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
C. Drew & Co., Kingston, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman Ltd., Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Wakyte Mfg. Co., Winnipeg

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Chemical and Barrel
The Wakyte Mfg. Co., Winnipeg

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F. Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

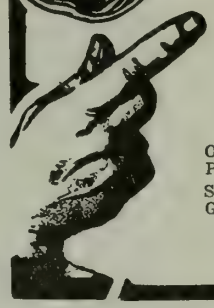
Prices on Application. *Immediate Shipment.*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

GERMANTOWN

LAMPBLACK



THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Effecto AUTO FINISHES

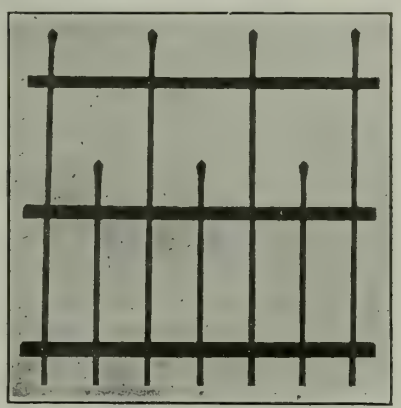
—right now motorists are thinking of "doing over" the old bus.

So right now is the time to suggest to them that they use Pratt & Lambert's Effecto Auto Finishes. They do the trick better than your best expectations.

We carry a complete stock.

Our travellers cover Western Ontario and Niagara Peninsula.

KENT-GARVIN CO., LTD., Hamilton



IRON FENCING,

of various designs,

WIRE WORK of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry MONTREAL

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

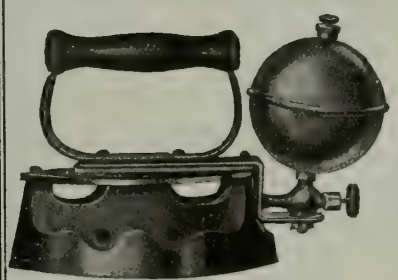
A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

NOTICE TO THE TRADE

FOR 6 MOS.

MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

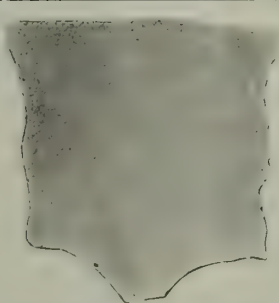
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg.

Sankey & Manson, 839 Beatty Street, Vancouver.



Chamois Skins

With a few exceptions

we have in stock a limited quantity of all sizes from 8 x 10 to 28 x 30.

EVANS & COMPANY, Limited

Head Office and Warehouse: 247 St. Paul St. West, Montreal

Toronto Office: 8-10 Wellington St. East, Toronto, Ont.

We represent two of the largest factories in the world

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
[illegible] & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maxwells Ltd., St. Marys, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
A. M. Bell & Co., Ltd., Halifax, N.S.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Lewis Bros., Ltd., Montreal.
A. Prudhomme & Fils, Ltd., Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood. Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Guthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

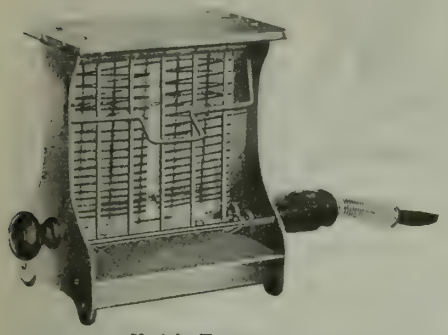
Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

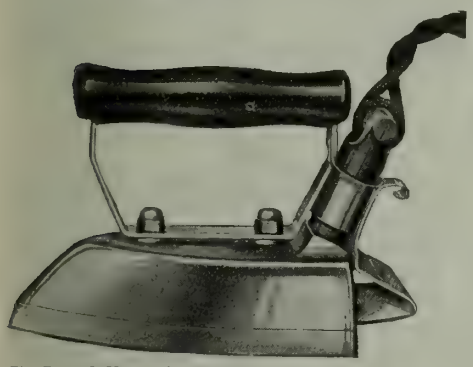
Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal.

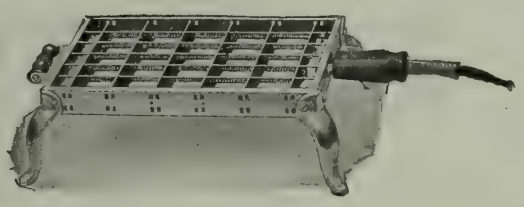


Upright Toaster



Six Pound Classic Iron, also laundry and tailor iron

National ELECTRIC on electric appliances is your guarantee of satisfaction to yourself and your customers.



Toaster Stove

Write for prices and our latest proposition.

The National Electric Heating Co., Limited
Toronto, Canada

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

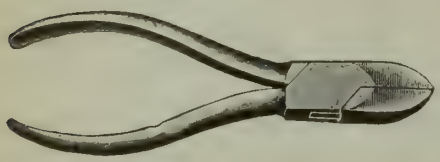
EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

F. E. LINDSTROM
SWEDEN

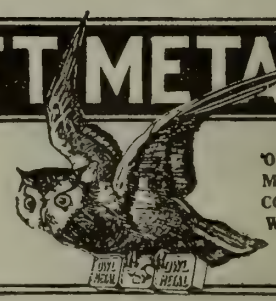


PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.



OWL METAL COMPANY WINNIPEG

REMOVAL NOTICE
CAMERON & CO.
SUCCESSORS TO CAMERON & CAMPBELL

WILL MOVE

To Their New Plant at 74 LOGAN AVE., Toronto, on May 1st

TINOL SOLDER

A complete solder in paste form, will solder all metals, and requires no acid or other flux. It will solder through grease, dross, scale, etc.

All that is necessary is to heat the article to be soldered to the melting point of the TINOL. This can be accomplished by a soldering iron, gas, or TINOL Torch, or any other source of heat.

If interested and you cannot purchase from your JOBBER write;

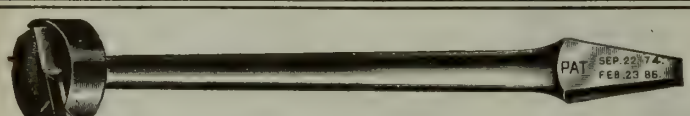
E. G. GOODERHAM, 24 King St. West, Toronto,
Canadian Selling Agent, for Booklet and further particulars

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K." guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

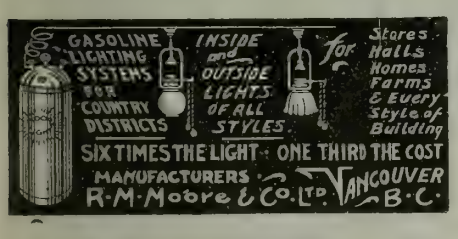
NAME PLATES

Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal



TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN WILCKES CO.
115 WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

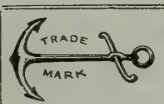
Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



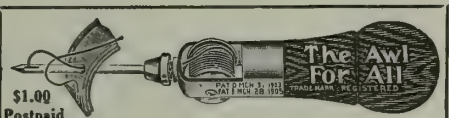
Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

METALLIC PACKING BABBITT

The "King" of Heavy Pressure Babbitts

Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

Catalogue, and prices quoted your nearest Railway Sta.

The Dominion Metal Company, Limited
Sherbrooke, Que.

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Foster Pottery Co.
HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

Northern Electric

Tape Splice

Insist on these Brands

Northern SPECIAL
Northern VICTOR
NOR-EL-CO

Northern Electric Company
LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATION WANTED

HARDWARE SALESMAN WISHES EMPLOYment in first-class hardware store in good country town. Have been in the business for many years, also have good clerical knowledge. Some time in the future if all is satisfactory could put cash in business. Some person who has made a success and wishes to get out will do well by replying to Box 205, Hardware and Metal.

YOUNG MARRIED MAN, STEADY HABITS, with ten years' experience as store manager, would like to get a position in a city store. Address Box 323, Hardware and Metal.

HELP WANTED

WANTED—TWO EXPERIENCED HARDWARE clerks for our retail store. Good position for aggressive, ambitious young men. State whether married or single, previous business experience, where, and with whom. The Bond Hardware Company, Limited, Guelph, Ont.

WANTED—AN EXPERIENCED HARDWAREman. Steady job. Good salary. Apply to the Tourtellot Hardware Co., Ltd., Port Arthur, Ont.

WANTED — HARDWARE SALESMAN, WINdow dressing experience, and exceptional opening for man with pep and ability. Platt Bros. Hardware, 1356 St. Clair Ave., Toronto.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED

WANTED — COLD ROLLED SHAFTING IN sizes up to 2 7-16 in. Must be in condition suitable for line shafting. Apply Box 201, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, La Prairie (Montreal), Que.

FOR SALE

FOR SALE—HARDWARE BUSINESS IN CENtral Alberta; a splendid opportunity for man with eight thousand or more capital; stock will run about thirteen thousand. Box 203, Hardware and Metal.

HAVE ON HAND FOR IMMEDIATE SALE ONE new Number 6 Standard Lees Bradner Thread Miller, Type T 312 line shaft drive. Anyone requiring a machine of this kind can get immediate delivery on this new machine, part of which is still in original crates at price of $4,060.50, Canadian funds. Particulars given on request. Box 207, Hardware and Metal.

SWEET CLOVER SEED

BUY YOUR SEED DIRECT FROM HEART OF the sweet clover district. We offer selected recleaned stock, per bushel, fancy, $24.50; choice, $23.50; fair, $20; timothy No. 2. (No. 1 purity), $17 cwt. A. S. Hunter & Son, Durham, Ont.

FOR SALE—HARDWARE AND TINSMITHING business, located in Leeds County, Ontario. Stock, tools and fixtures about $10,000. Brick two-story building can be bought or rented. Splendid dairying district and an excellent opening for a young man. Very little opposition and abundance of work in tinsmithing. Turnover between $25,000 and $30,000. Box 405, Hardware and Metal.

Use this page—the page which is never overlooked.

Everything is classified under appropriate headings.

Quite often the want ad. page is consulted as a guide to conditions. Anything of interest to the Hardware and Metal trade can be located by an advertisement on this page. HARDWARE AND METAL reaches the best hardware men in the Dominion.

The cost of this service is very small——2 cents per word first insertion, and 1 cent per word for each subsequent insertion of the same advertisement. We have a box system whereby everything is strictly confidential, for which we charge 5 cents per insertion extra.

Kindly enclose remittance with ad. so as to save unnecessary bookkeeping.

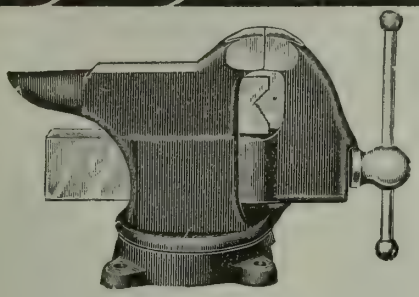
WHEN WRITING ADVERTISER KINDLY MENTION THIS PAPER

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Have You Received Hardware and Metal Stock Electro Catalog?

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

A Food-Cutter

of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"Home 65"

Quick—Clean
Water-Tight

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Two Sizes.

Made in Canada—Superior to any imported.

Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

NOW READY

This is not an ordinary catalogue, such as you may see every day, but a real information book illustrating and describing the leading and the most profitable lines of automotive equipment, that the dealers sell every day.

Get Your Copy

For the protection of the trade in general, please use your letterheads in writing asking for this catalogue.

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd..... 95
Allen & Co., Ltd., L. B..... 80
American Enameled Products Co. 22
Ashdown Hardware Co., J. H... 81

B

Barnett Co., G. & H. 75
Barrett Co., The 89
Berry Bros. 61
Bird & Son, Ltd. 91
Bissell Carpet Sweeper Co..... 8
Bissett & Webb, Ltd..... 80
Brantford Roofing Co. 18
Brett Co., The 80
British Smelting and Refining Co. 19
Burgess Norton Mfg. Co. 19
Butcher & Co., J. H..... 103
Butterfield & Co. 10

C

Cameron & Co. 102
Canada Cycle & Motor Co.... 67, 70
Canada Decalcomania Co., Ltd. 103
Canada Metal Co. 67
Canada Paint Co., The.....44-45
Canada Steel Goods Co., The 5
Canada Wire and Iron Goods Co. 95
Can. Foundries & Forgings Co. Ltd. 21
Canadian John Wood Mfg. Co 95
Canadian Tube & Iron Co..... 24
Canadian Veneering Co. 69
Canadian Yale & Towne Co.... 22
Caron Bros. 103
Chicago Flexible Shaft Co..... 9
Clayton & Lambert 95
Cleveland Stone Co. 22
Climax Baler Co. 103
Coghlin Co., Ltd., B. J. 102
Collette Manufacturing Co..... 24
Commercial Oil Co., Ltd., The.. 95
Containers Limited 95
Crane, Limited 95
Crescent Co., The 25
Croakes & Son, Jon..... 95

D

Davidson Mfg. Co., Ltd., The 23
Dayton Scale Co.....Back Cover
Diamond Saw and Stamping Works 103
Dominion Cartridge Co..... 28
Dominion Metal Co., Ltd.... 103
Dominion Sheet Metal Corporation 73
Doon Twines, Ltd. 103
Dupont de Nemours, E. I. .....
Inside front cover

E

Eureka Planter Co. 15
Evans, W. T. 103
Evans & Co., ... 99
Excelsior Wire Co., Ltd. 102

F

Foster Pottery Co. 103

G

Gendron Mfg. Co. 26
Glidden Co., The 59
Gooderham, E. G. 102
Graham Nail Works 93
Greb Co., The 102
Great West Electric Co. 79
Guelph Spring & Axle Co..... 103
Gutta Percha & Rubber Co.... 13

H

Hamilton Stamp & Stencil Works, Ltd. 103
Hamilton Stove & Heater Co.. 6
Heath & Milligan Mfg. Co..... 65
Howland, Sons & Co., H. S.... 1
Hutton & Co., James..... 99
Hydro-Electric Power Commission of Ontario 91

I

Imperial Bit & Snap Co. 99
Imperial Oil Co., Ltd. 17
Ingersoll File Co. 28

J

Jacobs Mfg. Co. 14
Jardine & Co., A. B. 26
Jennings Mfg. Co., Russell..... 103
Johnson & Sons, C. H. 99

K

Kent, Garvin & Co..... 99
Kinzinger, Bruce & Co., Ltd... 103

L

Laidlaw Bale & Tie Co..... 26
Lamplough & Co., F. W. 102
Landers, Frary & Clark 3
Leslie & Co., Ltd., A. C. 28
London Gas Power Co. 14
London Rolling Mills Co..... 93
Lufkin Rule Co. of Canada, Ltd. 106

M

Manitoba Iron & Steel Corp.... 79
Martin Co., The L. 99
Maxwells Limited 21
McArthur & Co., Alex 93
McDougall Co., R. 75
Megantic Broom Co. 75
Merchants Hdwe. Specialties, Ltd. 80
Mica Co. of Canada, Ltd..... 103
Mickelson Co., Anton..... 80
Ministry of Munitions 87
Moore & Co., R. M. 103
Moore & Co., Ltd., Benjamin.. 57
Morrison Brass Co., James 23
Morrow Screw & Nut Co., Ltd., John 85
Myers & Bro., F. E. 93
Myers Co., C. A. 103

N

Nagle & Co., H. 27
National Electric Heating Co.. 101
National Stamping & Elec. Wks. 99
New Standard Hardware Co.... 16
Niagara Falls Metal Stamping Co. 26
Nicholson File Co. 25
North Bros. Manufacturing Co. 101
Northern Bolt, Screw & Wire Co., Ltd. 27
Northern Electric Co., Ltd..... 103
Nova Scotia Steel & Coal Co.... 93

O

Oakey & Sons, John 99
O-Rib-O Mfg. Co. 69
Ottawa Paint Works, Ltd.....
Inside back cover
Ottawa Trading Co. 91
Otterville Mfg. Co. 97
Owen Sound Wire Fence Co.... 103
Owl Metal Co., Ltd..... 102

P

Parmenter, Bulloch & Co..... 27
Penn, Inc., A. C. .....Front cover
Pink Co., Thos. 27
Prairie Chemical Co. 80
Prairie City Oil & Mfg. Co. ... 81
Progressive Mfg. Co. 102

R

Ramsay & Son, A. 63
Reed & Co., George W. 25
Renaud Motor Supply Co..... 21
Rock Island Mfg. Co..... 21
Rogers & Son, Wm. 11

S

Samuels, J. 97
Sharratt & Newth 69
Shurly Co., T. F. 69
Simms & Co., T. S. 61
Specialty Mfg. Co., The..... 97
Starrett Co., L. S. 2
Stephens Co., G. F. 77
Still Mfg. Co., J. H. 69

T

Tallman Brass & Metal Ltd..22, 71
Taylor-Forbes Co., Ltd..... 15
Toronto Plate Glass Importing Co. 75
Trees & Co., Samuel 24
Trimont Mfg. Co. 71
Turner & Sons, J. J. 97

Union Iron & Metal Co. 12
United States Sand Paper Co... 12

V

Vol-Peek Mfg. Co. 27

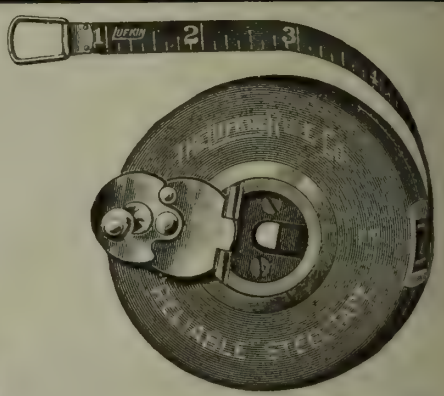
W

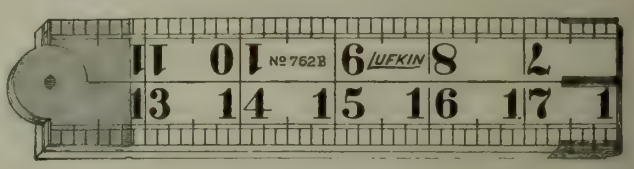
Warren Tool & Forge Co. 97
Western Wire & Nail Co. 97
Wiebusch & Hilger, Ltd..... 4
Wilckes-Martin-Wilckes Co. ... 103
Wilkins Co., Geo. H. 103
Wilkinson & Kompass 97
Williams & Co., J. H. 16
Wilt Twist Drill Co. of Can., Ltd. 7
Wood, Vallance, Ltd. 83
Woods Mfg. Co. 97
Woods & Co., Walter 12
Wrought Washer Co. 12

LUFKIN

Tapes and Rules

Made in Canada





Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

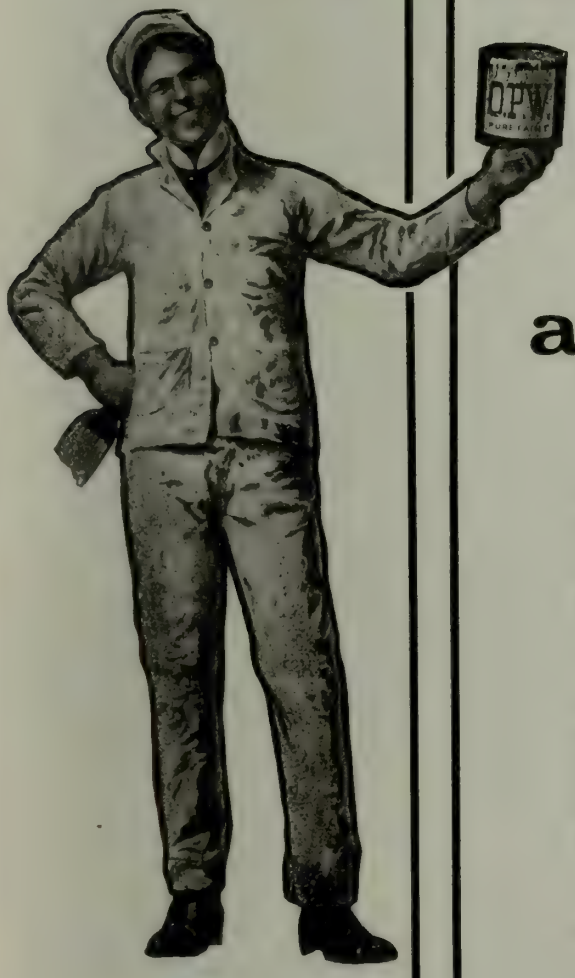
Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR, ONT.

O.P.W.

Trade-Mark Registered

Paints and Varnishes for Every Purpose



M

Is for O. P. W. manifestly modern mixtures of model mixed paints with manifold missions for mechanics and mutually money-making for manufacturers, merchants and master-mechanics.

"Save the surface and you save all" Paint & Varnish

Graphite Roof, Bridge and Barn Paint

A class of paint that comes in for more abuse than almost any other. Unsuitable paints are often carelessly or thoughtlessly recommended for the purposes for which this is the only reliable paint—a pure oil paint like O.P.W. Roof, Bridge and Barn Paint.

There is no part of a building that comes in for more wear and tear than the roof, subjected as it is, to temperatures varying from 100 degrees F. in summer to 40 below in winter, according to geographical location.

The merchant who values permanent trade and satisfied customers cannot be too careful what he recommends. He is safe and sure in recommending O.P.W. Roof, Bridge and Barn, preceded by O.P.W. Galvanic Primer on galvanized roofs.

Investigate the O.P.W. Dealer-Agency Plan
If You Want a Larger Business

Ottawa Paint Works, Limited

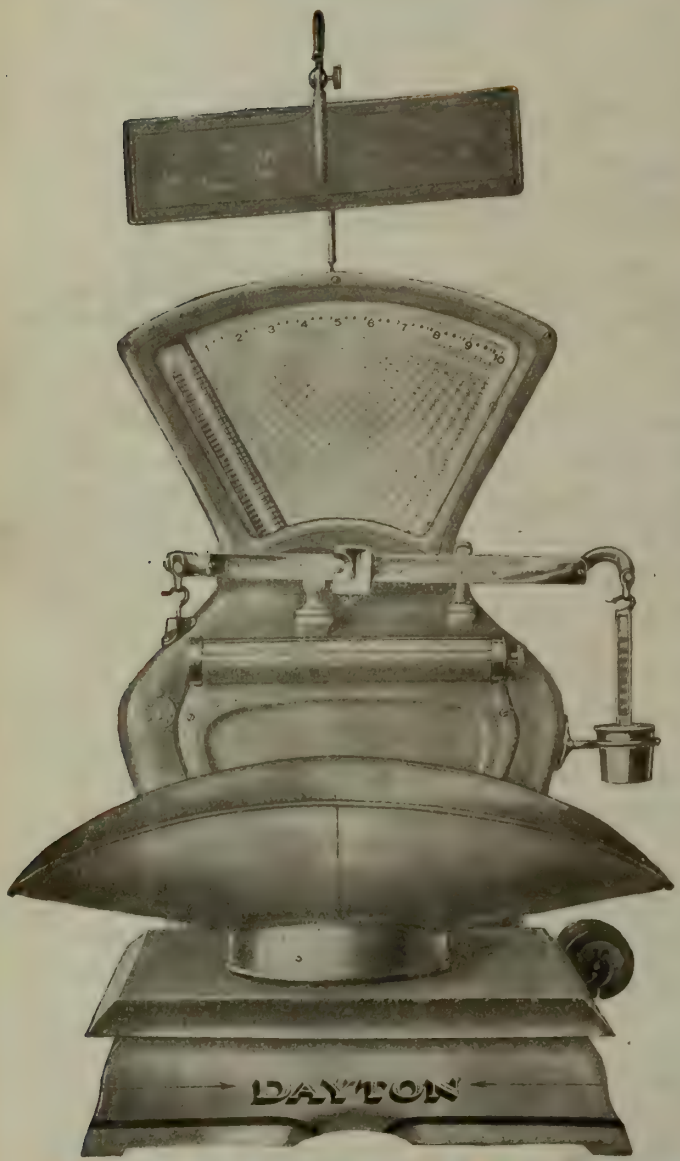
OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Dayton Computing Hardware Scale

Automatically shows weight, price and value—prevents loss, saves time and labor.



All other merchants who sell by weight use Automatic Computing Scales—the grocer, the butcher, the baker—each has a computing scale to meet the needs.

Here is the Dayton Computing Scale for the Hardware Merchant!

The old method of weighing and calculating values is not practical. Consider any of the hundred of different kinds of hardware you sell, and the chance of loss by giving overweight.

Take nails, for instance. The margin of profit is very small, but the sale is great in proportion to other hardware. The loss of an ounce or two on each sale means giving away your profit and perhaps part of your principal.

The Computing Hardware Scale illustrated is equipped with tare beam, so constructed that by sliding the poise to a "set pin" it will offset the weight of scoop or wire rack. 100 lbs. capacity (10 lbs. on chart, 10 lbs. on tare beam, 80 lbs. in weights). Range of prices 4c to 60c per lb. Total Adder Cylinder to 90 lbs. Automatic pendulum: Gravity with reflector.

With the Total Adder, where the weight is over 10 lbs., you can weigh and compute the value up to full capacity.

Full agate bearings throughout. Standard finish, Turquoise Blue.

Write us to-day—learn all about the Dayton Hardware Scale. The question is not "Can you afford to have it," but "Can you afford to be without it."

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Branches in
All Principal Cities

Scale Division International Business Machines Co., Ltd. Also makers of International Time Recorders and Hollerith Electric Tabulators.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII No. 16. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA APRIL 17, 1920

FILE COPY FILE COPY

Sell Remington UMC

The Always Reliable Line

The accuracy and reliability of Remington firearms and Metallic cartridges are a steady source of satisfaction to your customers — and therefore to you.

SHOOTING IS MORE POPULAR THAN EVER BEFORE

Be prepared to supply the renewed demand for the best and most modern shooting equipment — The Remington UMC Rifles, Cartridges, "Pump" Guns, "Arrow" and "Nitro Club" Shells, and the new .380 8-shot Automatic Pistol.

STOCKS AT ALL JOBBERS

Remington UMC of Canada, Limited
Windsor, Ontario

SPORTSMEN'S HEADQUARTERS
REMINGTON UMC
FIREARMS & AMMUNITION

O-Cedar "Reflections"

The goodness of O-Cedar Polish is "reflected" in the finely polished furniture of a million Drawing and Sitting Rooms.

The quality of the O-Cedar Polish Mop and of the polish that makes it so effective, is "reflected" in the brilliant floors of a large percentage of the best homes — in the clean, sparkling condition of hard and soft wood floors — in the fresh, "new" look of linoleums and oilcloths.

The satisfaction obtained by housewives, from the steady use of O-Cedar Products is "reflected" in their constantly—increasing sales to the most particular women in Canada.

The advantage to be derived by a merchant from identifying his store with the O-Cedar line, is "reflected" in the increased business reported by those dealers who have linked their stores with the O-Cedar national advertising.

It is the far-sighted, keen merchandisers of Canada who are to-day giving greatest prominence to O-Cedar in their windows and in their local advertising. They are not doing this for any other reason than the prestige and profit they secure by such a policy. It's a policy that pays—it has paid them—it will pay you.

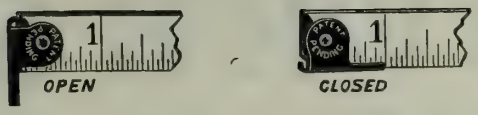
REFLECT upon it—then act.

Channell Chemical Company, Limited, Toronto, Ont.

O-Cedar Polish

HARDWARE AND METAL, April 17, 1920. Volume XXXII., No. 16. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Superior



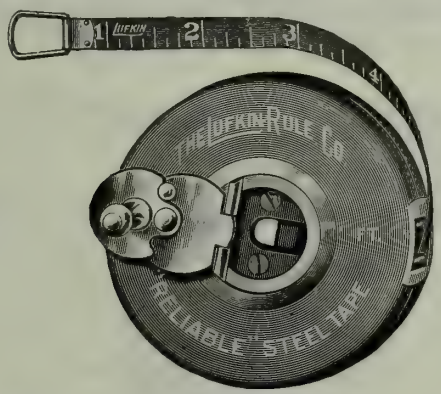
Quality

LUFKIN

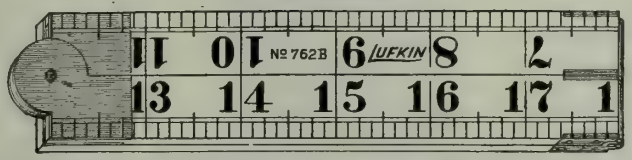
Tapes and Rules

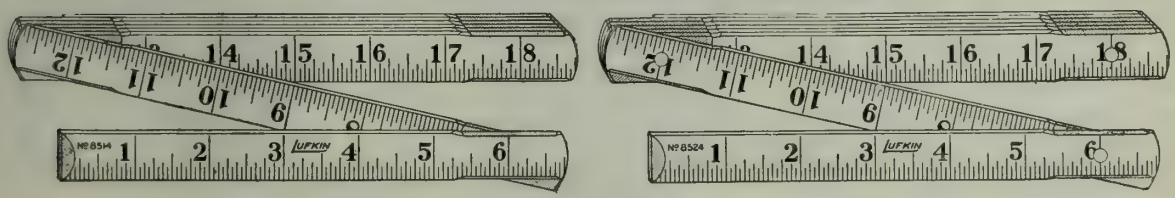
Made in Canada

Measuring Tapes
Boxwood Rules
Accurate—Reliable
in all ways



Spring Joint Rules
Mechanic's Steel Scales
Familiarly and Favorably
Known to Users and
Dealers



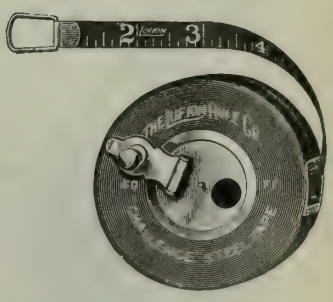


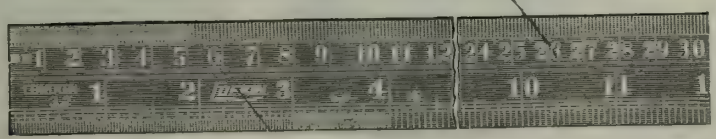
Pioneers in Noteworthy Improvements such as folding end hook on spring joint rules. Instantaneous readings on steel and metallic tapes; extralegible popular priced boxwood rule No. 651B, etc.

One of the representative lines stocked by

Rice Lewis & Son, Limited

Victoria St. - Toronto





UNIVERSAL
ALUMINUM WARE

No Leaking, No Breaking, Seamless in Making

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities.

Every utensil a strictly quality product.

A Few Features of "Universal" Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime. Extra large, extra strong close-fitting Beads. Handles doubly braced for double strength — made of cold-rolled steel, heavily tinned. Bails stand at any angle away from the heated vessel. Ears with straight edges easy to keep clean — made of cold-rolled steel. Pure Aluminum spouts welded to bodies.

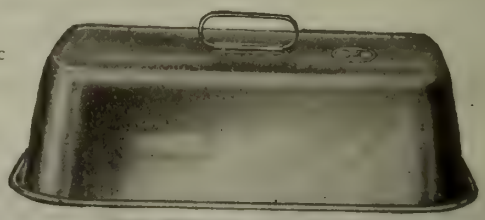
Because of the prestige all "Universal" products have with householders throughout the country "Universal" Aluminum Ware has met with instant popularity, and no line which we have put on the market has had a more enthusiastic reception.

Canadian Representatives:

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK

New Britain, Conn.



"Canada"

Flexible Steel Door Hanger

The real test of a hanger is performance "on the job." The "Canada" runs smoothly and easily on anti-friction, steel-roller bearings. It uses the same track as our famous "National" Hanger.

The Braced Rail, shown above at the left is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The farmer was never more prosperous than to-day and probably was never more inclined to build and repair and generally to improve his buildings than now. 1920 will see a particularly active season in this way. The hardware merchant may expect unusual sales of builders' and garage hardware this year. It brings new customers and nothing holds them like Canada Steel Goods Co. products.

The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton :: :: Canada

Why Westclox Alarms take timekeeping seriously

A manufactured article always reflects the character of the man who made it. By looking at the product you get a pretty good idea of the producer.

This is particularly true in the case of Westclox alarms.

Any merchant who knows the Westclox line, who knows the kind of satisfaction these clocks are giving in the consumers' hands, develops a real respect for the makers of Westclox.

But it is not until he actually makes a trip to the factory at La Salle that he really understands why these clocks are so consistently good.

Westclox alarms take timekeeping seriously because the men who make them take clock-making seriously.

Clock-making at La Salle is a conscientious operation: Men take an actual personal interest and pride in turning out a clock that will give a good account of itself in the customer's hands.

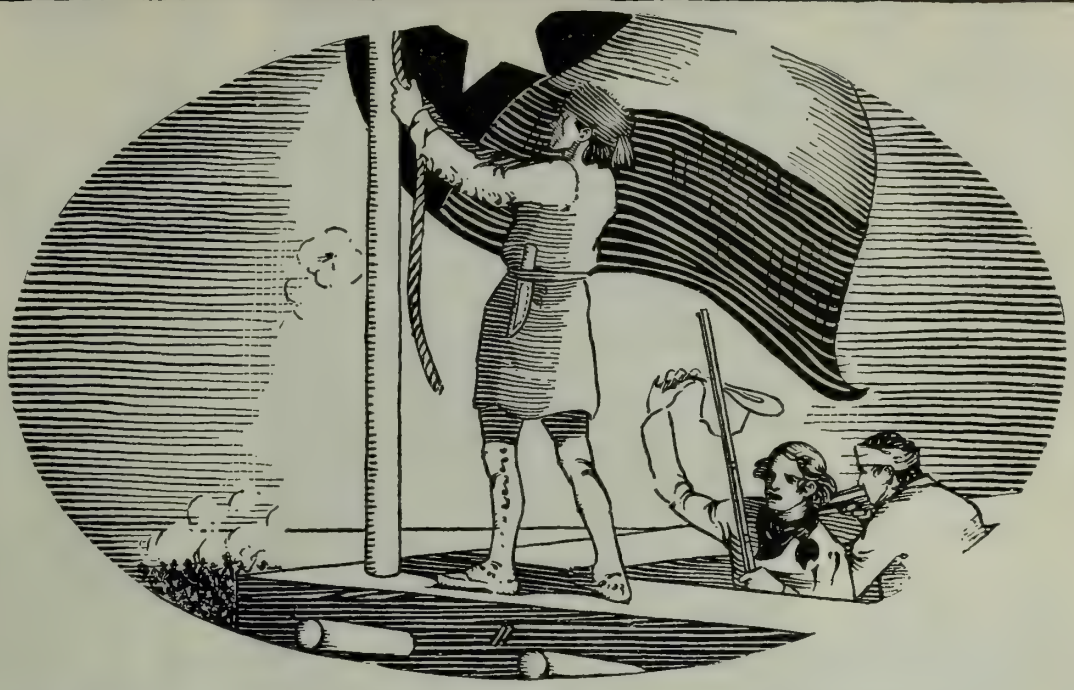
No clock can leave the factory until it has passed numerous tests: The clock must be *right* before it can come to you.

It's been that way ever since a little community of clock-makers started making alarm clocks in La Salle thirty-four years ago.

Quality always has been, and always will be, first!

That's the real reason back of Westclox success; and next time you are near La Salle, Illinois, drop in and see for yourself how we make the clocks you sell. It will be a mighty interesting visit for you.

Western Clock Co.—makers of Westclox
La Salle and Peru, Ill., U. S. A.



WHEN THE ALAMO FELL

"ONE hundred and fifty soldiers in the Alamo are a match for the whole Mexican Army," said Davy Crocket as he raised the Texan flag in 1836, and he made good his boast for eleven days, while outside an army of 4000 Mexicans, under Santa Anna, tried in vain to capture the former Franciscan Mission and its handful of intrepid Texans.

But even the bravery of Crocket and Bowie could not withstand the overwhelming numbers, and, with all but five of its defenders killed, the old mission fell into the hands of the Mexican army on March 6, 1836.

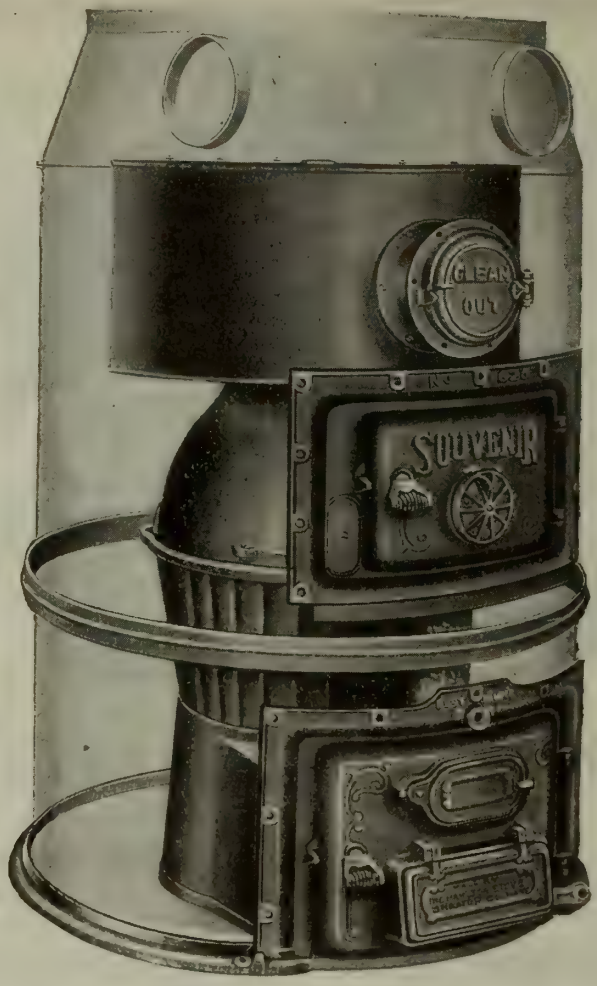
Twelve years before the Alamo fell the Plymouth Cordage Company began making rope. Today, in the state made famous by this historic fortress, hundreds of tons of Plymouth Products are used on farm and in industry every year.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

No.8



You can readily sell the

Souvenir Warm Air Furnace

To Builders, Contractors and Housing Commissioners

BURNS COAL OR WOOD

We can supply this furnace in sizes suitable to meet the present demand for small workingmen's houses that are now being erected in every town and city throughout the Dominion.

The Souvenir is made with one-piece, heavy corrugated fire pot, and equipped with a Smythe Triangular pattern grate, recognized as the best type of Triangular Bar Grate.

The price at which you can sell this furnace to the builder or contractor is so attractive that you would have no difficulty in making quick sales.

The profit to you is figured on a very liberal basis and if you are not already getting a share of the big building boom, you should get in touch with us at once for further information and prices, which we will gladly furnish.

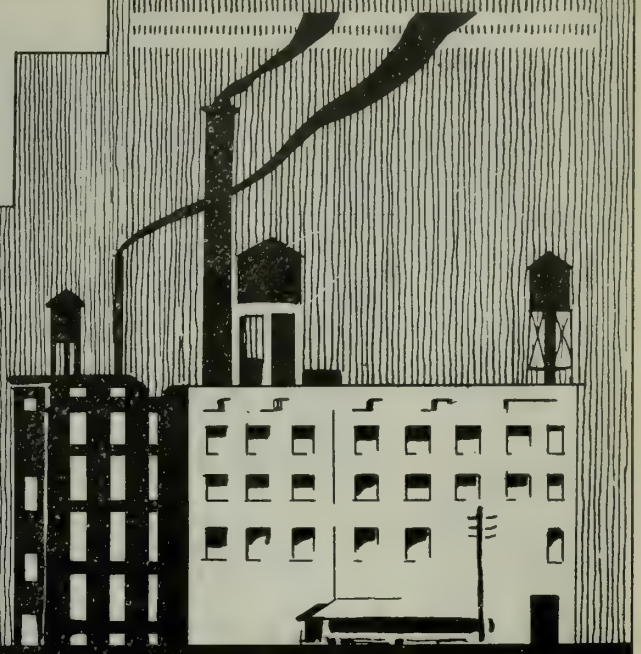
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

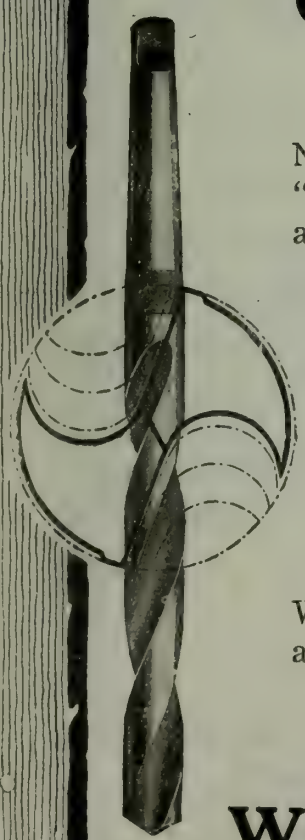
WESTERN REPRESENTATIVES: Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg. Mr. W. C. Chester, Hamilton St., Vancouver

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS



"Where there's a WILT— there's the Way."



Customer Satisfaction

Brings Continuous Sales

Nothing builds customer-satisfaction like handling "Quality" goods. It not only means added good-will and prestige, but the satisfied customer returns again and again. He sends his friends—and they send theirs.

When you handle WILT products you handle the acme of quality. Quality insured at each step by the selection of perfect materials; by inspection that includes chemical analysis and research; and by constant, painstaking effort to discover possible improvement.

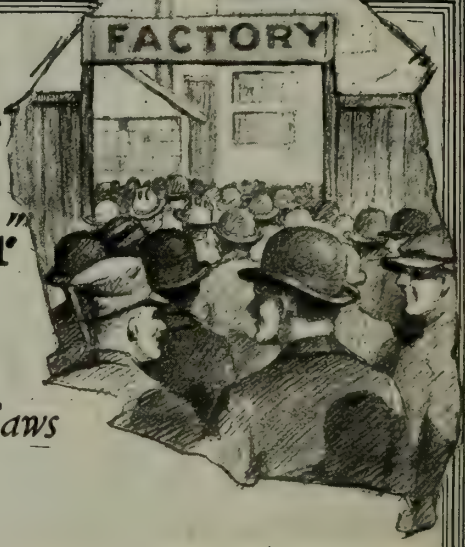
With such quality as this you build business that assures its own growth and success.

WILT

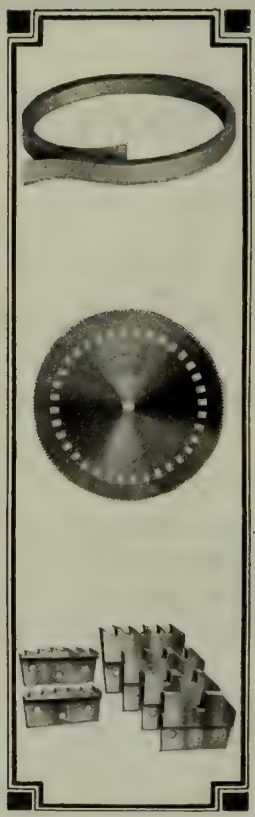
Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - ONTARIO

SAWS that help to make new Records for a "Manufacturing Year"



HUTHER BROTHERS
Patented Inserted Tooth Milling Saws
Fine Pitch Type



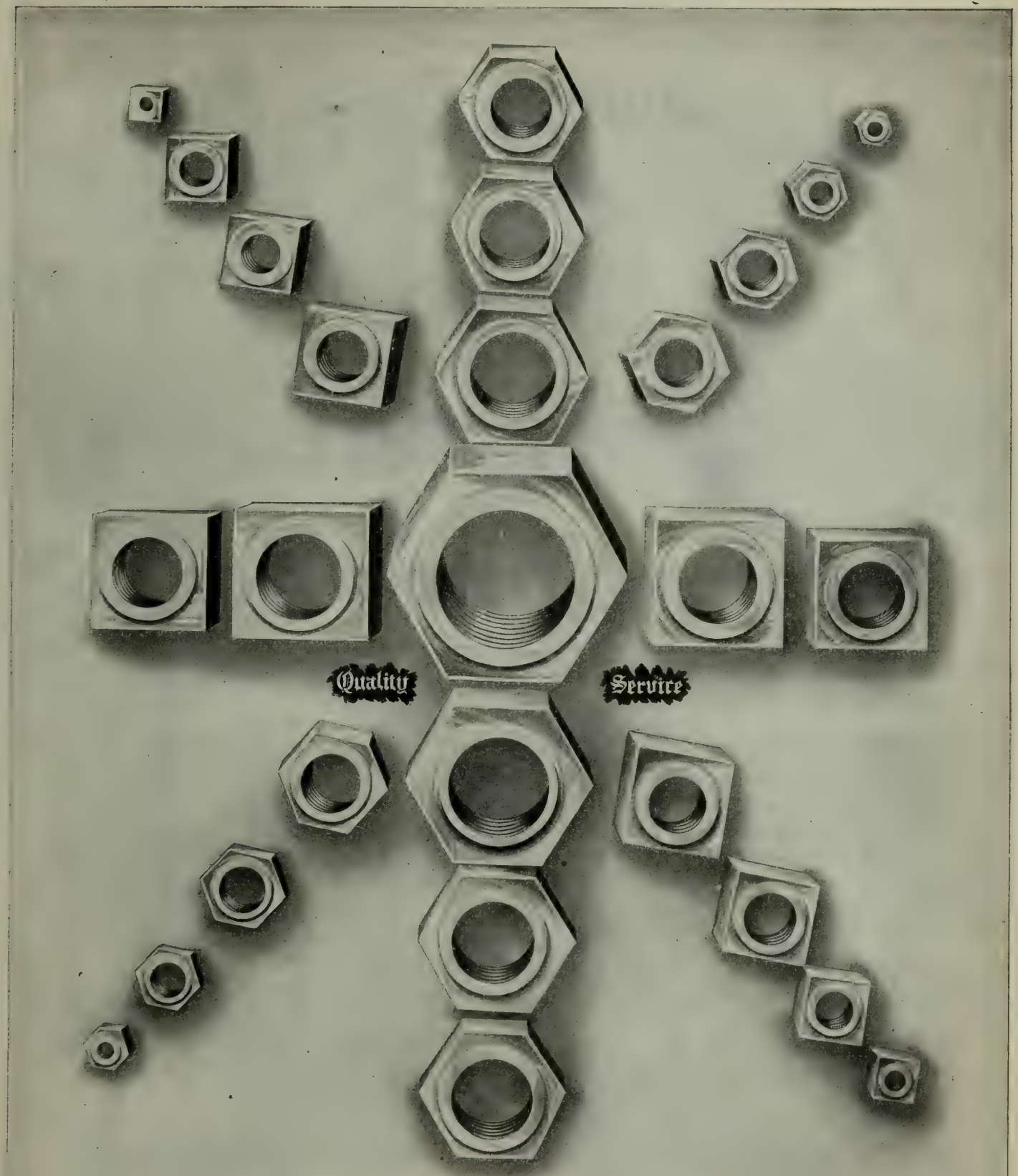
THESE SAWS are made in as fine a pitch as 1/4 inch from point to point. This gives you as fine a pitch as any solid tooth saw on the market, combined with the advantages of an inserted tooth saw.

These saws are especially recommended for cutting small rounds and flats of structural steel, and have been used with great success by some of the foremost frog and switch manufacturers.

Your production will be increased by using Huther Brothers Inserted Tooth Milling Saws, Fine Pitch Type.

Write us for Catalogue and Price List.

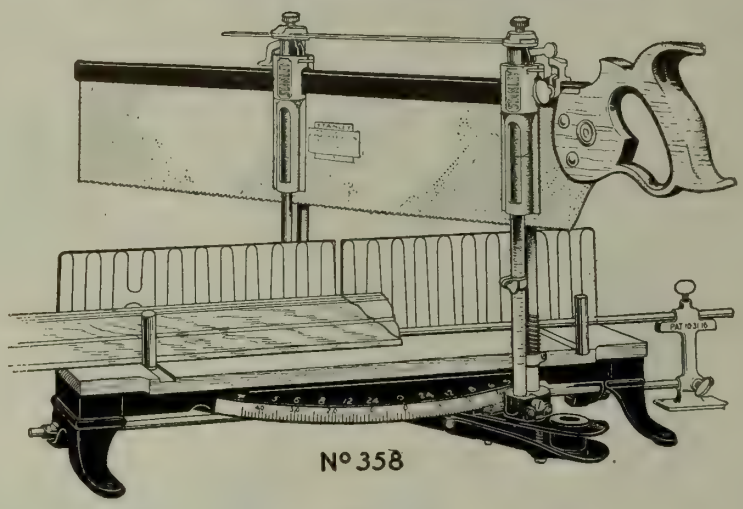
HUTHER BROS. SAW MFG. CO., INC.
ROCHESTER, N.Y.



THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL

Stanley Tools



Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A FEW STRIKING FEATURES:

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work. Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.
Stock guides for holding work in place.
Extra wide range of work—will saw an angle of 30 degrees.
One-piece frame with detachable malleable iron legs.
Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.
Quickly and easily put together or taken apart for carrying.
Note the patented "Length Gauge," a new and particularly useful device.

A specially made back saw furnished with each box.

Every mechanic that visits your store will be interested in this up-to-date mitre box.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:

A. Macfarlane & Co., Ltd. - Montreal, P.Q.

Your Customers Get 15% More Wool With this Machine

Stewart No. 9 Ball Bearing Sheep Shearing Machine

The standard hand-operated shearing machine of the entire world. The result of years of experience and satisfactory service.

Every one of the universal joints of the shearing shaft and the shear head itself are ball bearing, resulting in minimum friction and wear, and maximum ease of operation. Easily and quickly set up. This reliable machine gives efficient service for flocks up to 300 head.

Tell your customers the Stewart Machine takes the wool off evenly, leaves no ridges, and gets 15 per cent. more wool than shearing with hand blades. The extra wool from even a few sheep soon pays for the machine.

For the dealer it means good sales, good profit and delighted customers.

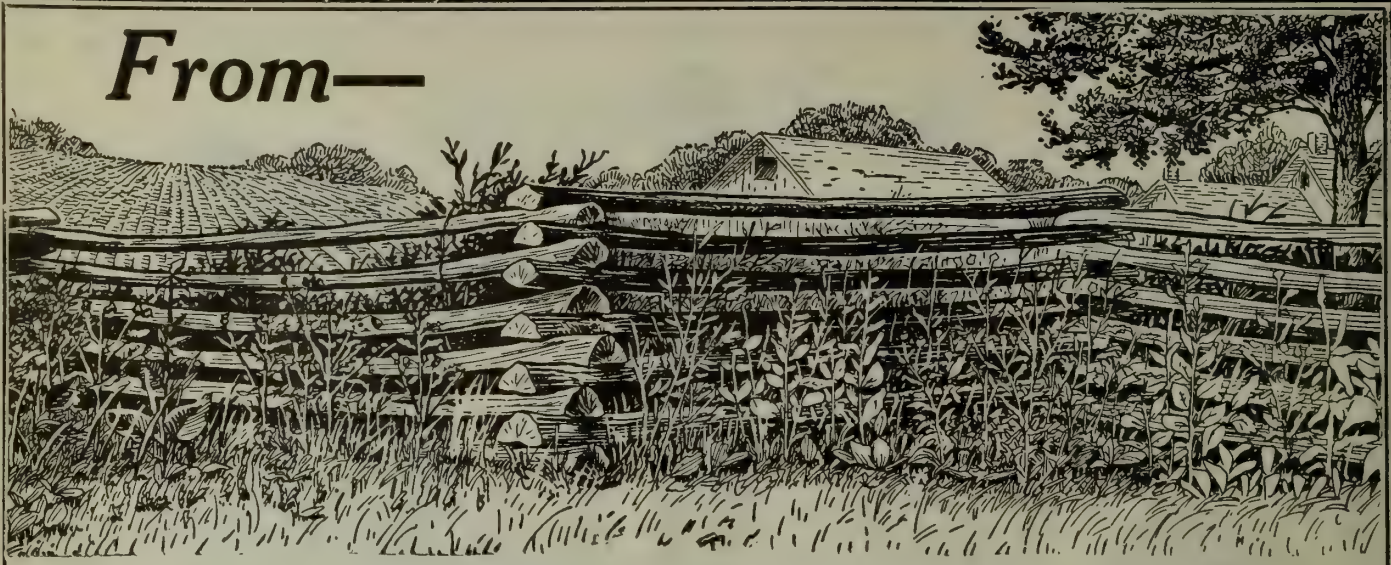
If you have overlooked this up to now, order at once from your jobber or from us.

For power-operated equipment, write for Catalog No. 68.

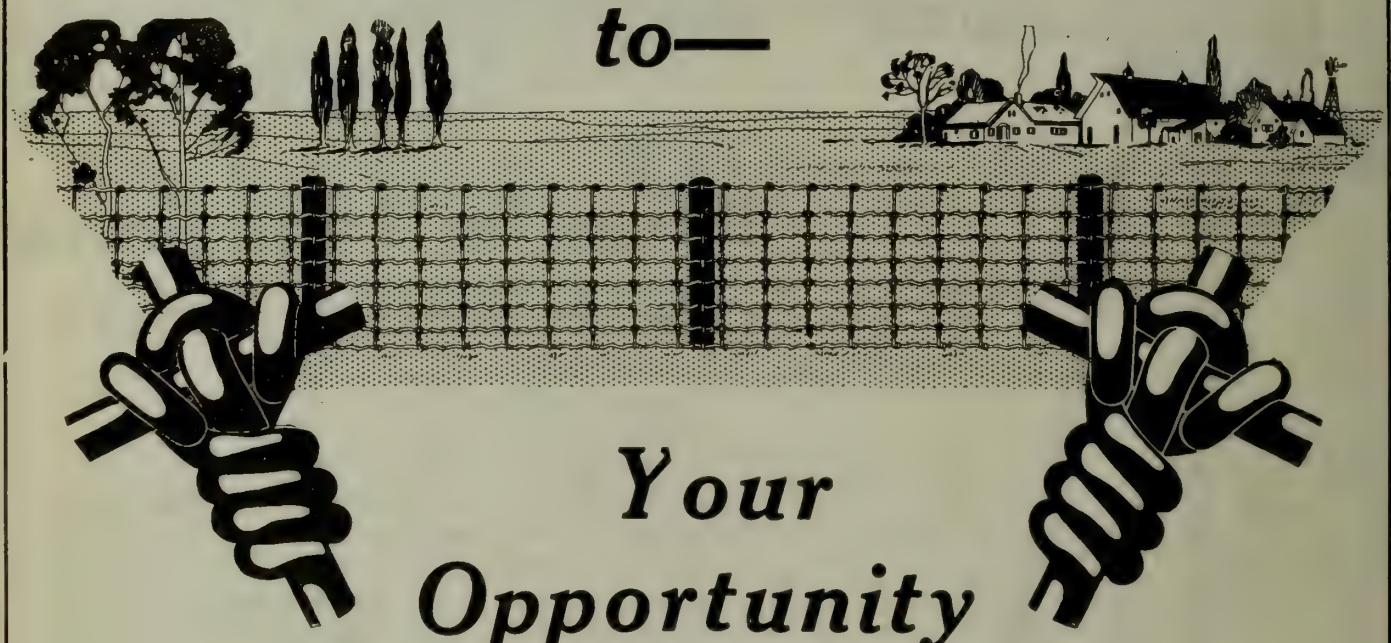
Chicago Flexible Shaft Company

5608 Roosevelt Road **Chicago, Ill.**

From—



to—



Your Opportunity

Wasteful snake and stump fences are disappearing. These weed-breeding nuisances which sprawl over good farm land and keep it in idleness, which demand repair after every windstorm, and which offer free passage to any frisky horse or hungry cow taking into its head to travel, are being banished by the farmer at his first opportunity. Are you prepared to serve the farmer in this movement? He sees that a FROST FENCE is the solution of his difficulties. He turns to you to buy it. Are you prepared to sell it to him? Don't wait until he asks you about FROST FENCE—tell him about it. When he has a FROST FENCE on his farm he will thank you for recommending it to him and will be a reliable customer for fence thereafter.

Frost Fence First

Made in Canada

FROST STEEL AND WIRE CO., LTD. HAMILTON, CANADA

The Popular Priced Line

Aluminum is a superior metal for cooking utensils for three reasons: it does not chip nor crack, it is light in weight, and it is tough and durable.

Most women who are buying kitchen equipment today prefer aluminum. Naturally they want *good* aluminum ware. Now, not only does Viko fill this demand for *good* aluminum ware, but it can be sold with profit at a popular price.

Dealers who handle the Viko line will tell you it's a wonderful line to merchandise. No mark-downs, no left-overs, but a steady, rapid and profitable seller the whole year 'round. For full information about Viko—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

The "Seafoam"

Engine Drive Washing and Wringing Machine

FOR THE FARM

Wrings while it washes, washes while it wrings

The SEAFOAM can be driven by gas engine, windmill or electric motor. Both washing and wringing are done by power. The machine is simple, durable and trouble-proof, so that anyone in the home can operate it with absolute safety—all gears are covered.

The washer is of the dolly type, has tub of selected Cypress lumber and the reversible wringer is fitted with highest grade rubber rolls.

Dealers will find the Seafoam an unusually satisfactory seller, because of its established reputation and reasonable price. Descriptive folders on request.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

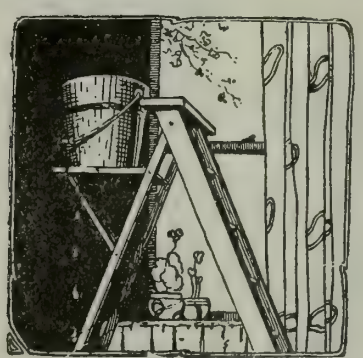
Ezra Butler Eddy
Salesman and Buyer

BORN on August 22nd, 1823, on a farm near Bristol, Vermont, Ezra Butler Eddy, began his business and industrial career in the United States. At fifteen he went to New York and rose rapidly from a minor clerkship to a responsible financial position. He came of good stock. His father was of Scotch descent. His mother directly descended from Miles Standish, the Puritan captain of Plymouth. After his New York training he returned to Vermont and started in business for himself, buying and selling dairy products. Here he showed one of his leading characteristics—a quality that every retailer who handles Eddy products to-day will keenly appreciate. It is said of Ezra Butler Eddy by one who knew him most intimately:—

> **"He was a born salesman. He could buy goods of all kinds and sell them to better advantage than anyone I ever knew. His gift was selling and buying."**

These words are quoted directly as spoken by George H. Millen, now president of the Eddy Co., the man who for years was right-hand man to Mr. Eddy in the management of the rapidly-developing organization. One feature of the early days of the Eddy plant at Hull was the general store which Mr. Eddy ran himself for the supply of his army of employees and the residents of Hull. "He made his store pay," remarked J. T. Shireff, vice-president of the firm to-day. "You may be sure that if it had not paid Mr. Eddy would have quickly dropped it. That is why from the first he understood the needs of the retailer in business."
That spirit of understanding the needs of the retailer is with the E. B. Eddy Company strongly to-day, as further stories in this series will show.

Sell The Kind That Doesn't Leak



Indurated Fibre Ware

is not only absolutely waterproof, but its smooth surface, which cannot be battered or bent, offers no lodging place for germs. Indurated Fibreware never shrinks or falls apart and being made seamless in one piece, it never leaks.

Your customers appreciate these convincing features and are easily sold on Indurated Fibreware as they are on other Eddy Products.

Three Big Reasons for Selling Reliable No. 6 Batteries

Satisfied Customers—Increased Sales Large Profits

WHEN you satisfy your customers, increase your sales and make large profits, you are handling the right line.

Reliable No. 6 Batteries cannot fail to give customer satisfaction. They are made of the highest grade of materials, built carefully by expert workmen in two modern Canadian factories, fitted with the ***Big Brass Cap*** that puts all energy to work, and thoroughly tested. The Reliable No. 6 Battery is worthy of the slogan—"Lively and Lasting."

And giving this customer satisfaction it is only natural that your Reliable sales will increase. Your customers will come back for more and also tell their friends that the Reliable No. 6 is unexcelled for motor, bell, telephone, engine—all ignition purposes. Besides, Reliable products are backed by an advertising campaign that takes in the publications in your own community.

Other Reliable products are: Reliable Flashlights, Reliable Flashlight Batteries and Reliable Ignition Units. The name Reliable is your guarantee that these Reliable products contain the same standard of workmanship and are just as dependable as the Reliable No. 6 Battery.

Reliable No. 6 Batteries give you a large margin of profit. There is no high exchange rate figured in the price. They can be ordered under an attractive dealer offer.

If you are now handling Reliable products you have only to keep a full stock on hand to reap the benefits. If you are not one of the lucky ones, write at once for our dealer offer.

THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA

Lively and Lasting

BUNDLES OF PROFIT

THERE is a market for Aloxite Cloth as far reaching as industry itself.

In every shop and garage—in every manufacturing plant mechanics find use for it in finishing parts and fittings, in smoothing and polishing metal work in general for any work on which they once used the old time "emery paper."

ALOXITE CLOTH

cuts so much faster—lasts so much longer—leaves such a clean, uniform finish that any mechanic who once uses it will look to you for more.

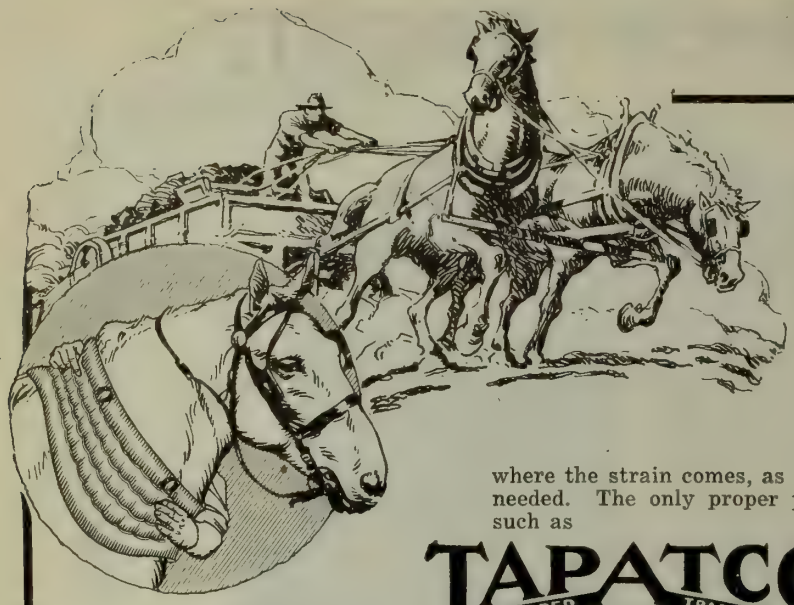
We shall be glad to send a supply of sample trial strips for you to mail to your customers.

Carborundum Products are: Carborundum and Aloxite Grains and Powders, Grinding Wheels, Sharpening Stones, Paper and Cloth, Garnet Paper and Cloth and Carborundum Refractories

The Carborundum Company

Niagara Falls, N. Y.

Carborundum Products are: Carborundum and Aloxite Grains and Powders, Grinding Wheels, Sharpening Stones, Paper and Cloth, Garnet Paper and Cloth and Carborundum Refractories



Right Willingly They Tug When Their Necks Are Comfortable—

The work that horses do, depends largely upon the condition of necks and shoulders. That's where the strain comes, as they tug at the traces. That's where protection is needed. The only proper protection is that afforded by stuffed collar pads such as

TAPATCO COLLAR PADS

REGISTERED TRADE MARK BRAND

Made of a splendid grade of drill, stuffed with a special composite "stuffing," these pads fit snug to the neck, absorb the sweat and so completely "cushion" the shoulder muscles that comfort of your horses is ensured.

Farmers, realizing the loss they suffer when horses are laid off—now do away with sore shoulders by this sure protection, and so keep their horses at work every working day in the year.

Tapatco Pads are soft, springy, absorbent — they prevent galled, bruised and chafed shoulders.

An exclusive feature of Tapatco Pads is the Tapatco Stapling Device for attaching hooks. (U.S. Patent Dec. 1, 1914; Canadian Patent April 6, 1915.) This gives a firm hold and makes the hooks secure, long after the fabric itself has become weakened by use.

The dealers who stock Tapatco Pads are doing wonderfully well with them" partly because the need of a correct pad is now pretty generally recognized — partly because our advertising in farm periodicals is making the public understand that Tapatco is the best pad value obtainable.

"TAPATCO"
Gloves and Mitts

Are known and appreciated by all Canadians who use work gloves. Consistent in service to those who wear them — consistent salesbuilders for dealers who stock them.

American Pad & Textile Company

CHATHAM, ONTARIO
"38 years making Pads"

Teaching Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects — "Popular Mechanics," "Popular Science Monthly," "Scientific American," and "Industrial Arts," etc.

We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067.

These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

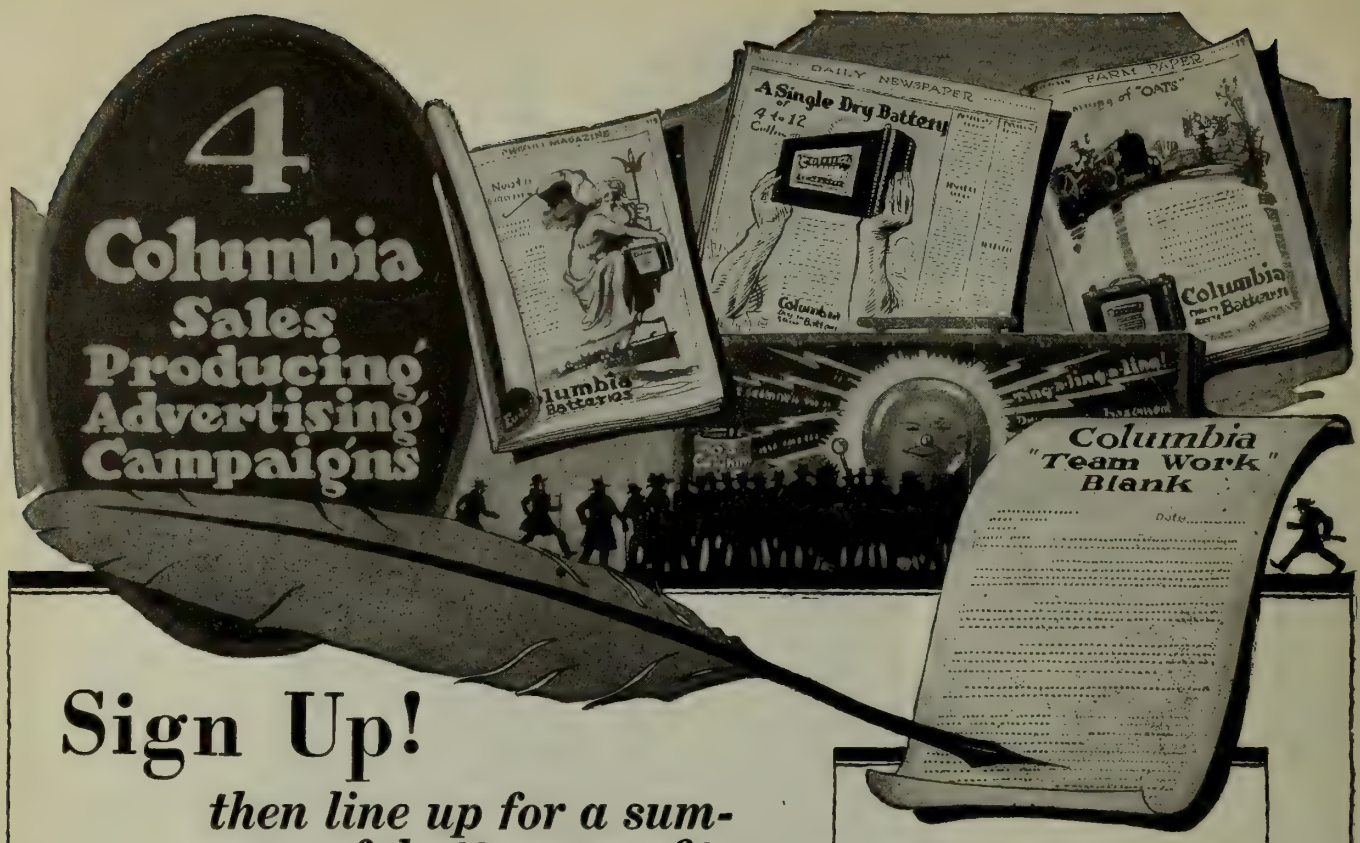
Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, LTD.
TORONTO, Canada - *Branch:* Vancouver, B.C.

DISSTON
SAWS AND TOOLS

Confidence
The endorsement of three generations makes the users of
Brown & Sharpe Machinists Tools
confident of satisfaction
BROWN & SHARPE MFG. COMPANY
PROVIDENCE, R.I.



Sign Up!

then line up for a summer of battery profits

SIGNED up as a Columbia "Team Work" Dealer, you will be the center of a four-sided demand for Columbia "Hot Shot" and "Multiple" Batteries.

April begins our smashing Farm Power campaign to place Columbia Hot Shot Ignition on every Tractor and Stationary Farm Engine in Canada. . . . Also begins our great Motor Boat campaign—a new Columbia Waterproof Multiple Battery for Ignition and Lighting on every Motor Boat.

May begins our sensational drive on Columbia Dry Batteries for Doorbells and Buzzers. With you lined up to handle the business, this drive will boost your Columbia No. 6 sales to a new level.

Your signed Columbia "Team Work" Blank secures for you advance information about each campaign; a wealth of tested sales-making helps; the Company's assistance in increasing your prestige as battery headquarters.

May begins our sensational drive on Columbia Dry Batteries for Doorbells and Buzzers. With you lined up to handle the business, this drive will boost your Columbia No. 6 sales to a new level.

Magazines, Farm Papers, Billboards—Columbia advertising blankets the country as never before

Canadian Made for Canadian Trade.

CANADIAN NATIONAL CARBON CO.,
Limited
TORONTO, CANADA.

124320

Write your Distributor today for a Columbia "Team Work" Blank

Sign it and send it back to start the ball rolling

Another Great Eveready Contest *$10,000 in Cash Prizes*

WHAT a record the 1916 Eveready "Name" Contest made! In one month a million people walked into Daylo dealers' stores for contest blanks. And how they bought! Big stocks of Daylo cases melted away. Every Daylo dealer got his share of immediate profits—the liver the dealer the bigger his share.

The 1920 Eveready Contest will smash all old records and set new ones that will be almighty hard to beat. 104 prizes this year instead of 1—as in 1916. $3,000 first prize down to fifty $10 prizes. This 1920 contest will be put over with four times the advertising back of the 1916 effort. And instead of lasting but one month, this master stroke of merchandising and super-contest will extend over two months—

Here's why Daylo Dealers are bound to win: Fifteen million people will want to see the Contest material being shown in Daylo dealers' windows and they will want Contest Blanks that will be distributed by these stores.

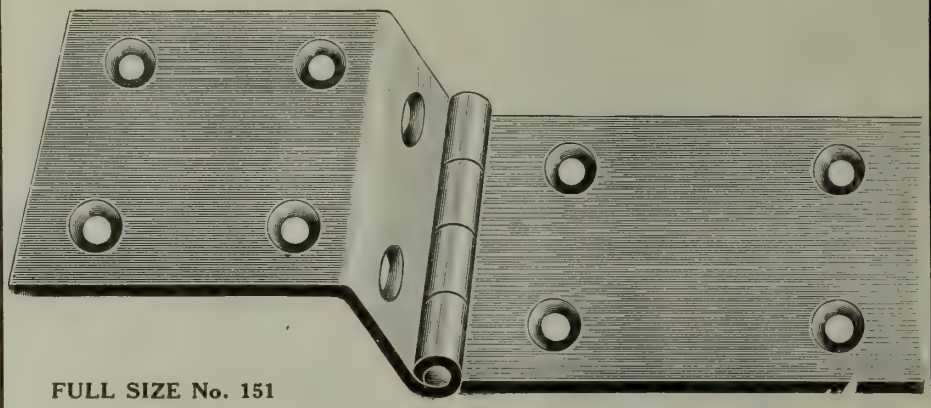
Remember—every one of these people will be *thinking Daylo* as they enter the door. While the contest is free and contestants don't have to buy anything, what a chance to sell them Daylos and Tungsten Batteries while their minds are on the subject. *It's a big chance for you, if you want it.*

Write your Daylo jobber to-day for details of the contest and the other smashing campaigns we are staging for Eveready 1920 Team-Workers. The time is short—do it now.

CANADIAN NATIONAL CARBON CO.
Limited
Toronto, Canada

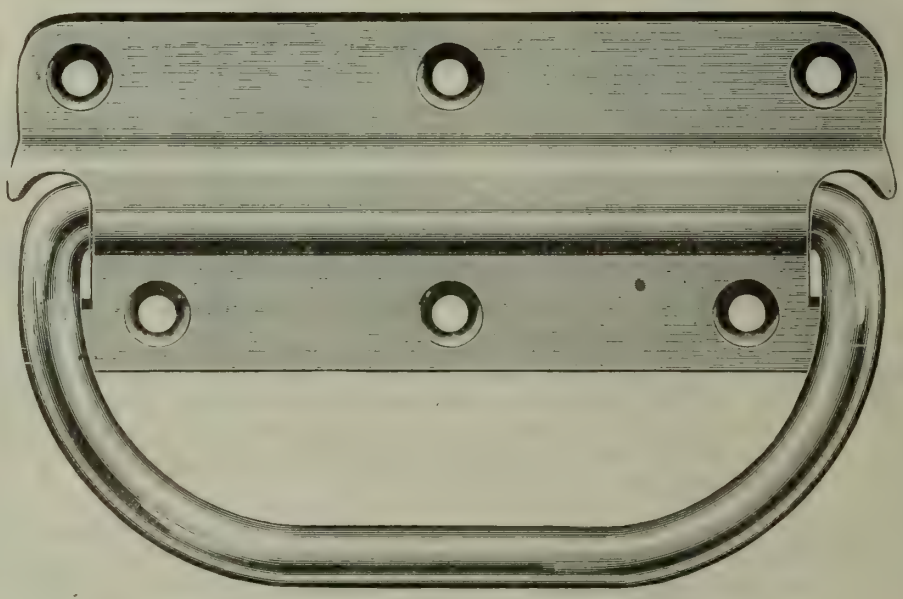
Hinges
Hasps
Corners
Brackets
Straps
Handles
Pulls
Knobs
Locks
Catches
Latches
Escutcheons
Key Checks
Washers
Hooks
Mirror Plates
Card Holders
Bolts
Flush Lifts
Screen Lifts
Door Holders
Door Stops

SOME HINGE



FULL SIZE No. 151

SOME HANDLE



FULL SIZE No. 1257

Brass
Bronze
and
Steel
HARDWARE
For
Refrigerators
Tool Chests
Furniture
Cabinets
Office Fixtures
Fancy Boxes

The Most
Complete
Line on
the Market

QUALITY
and
SERVICE
Is Our Motto

AND SOME LINE
THE BRAINERD LINE

THE BRAINERD MFG. CO.
EAST ROCHESTER, N.Y., U.S.A.

GOODELL-PRATT

1500 GOOD TOOLS

CO-OPERATION THAT MAKES EASIER SALES

We don't consider a tool really finished until it has finished its journey from our shop to your customer.

Toolsmith Dealers know they can depend absolutely upon the co-operation of Goodell-Pratt Company to deliver on every order as soon as it's humanly possible.

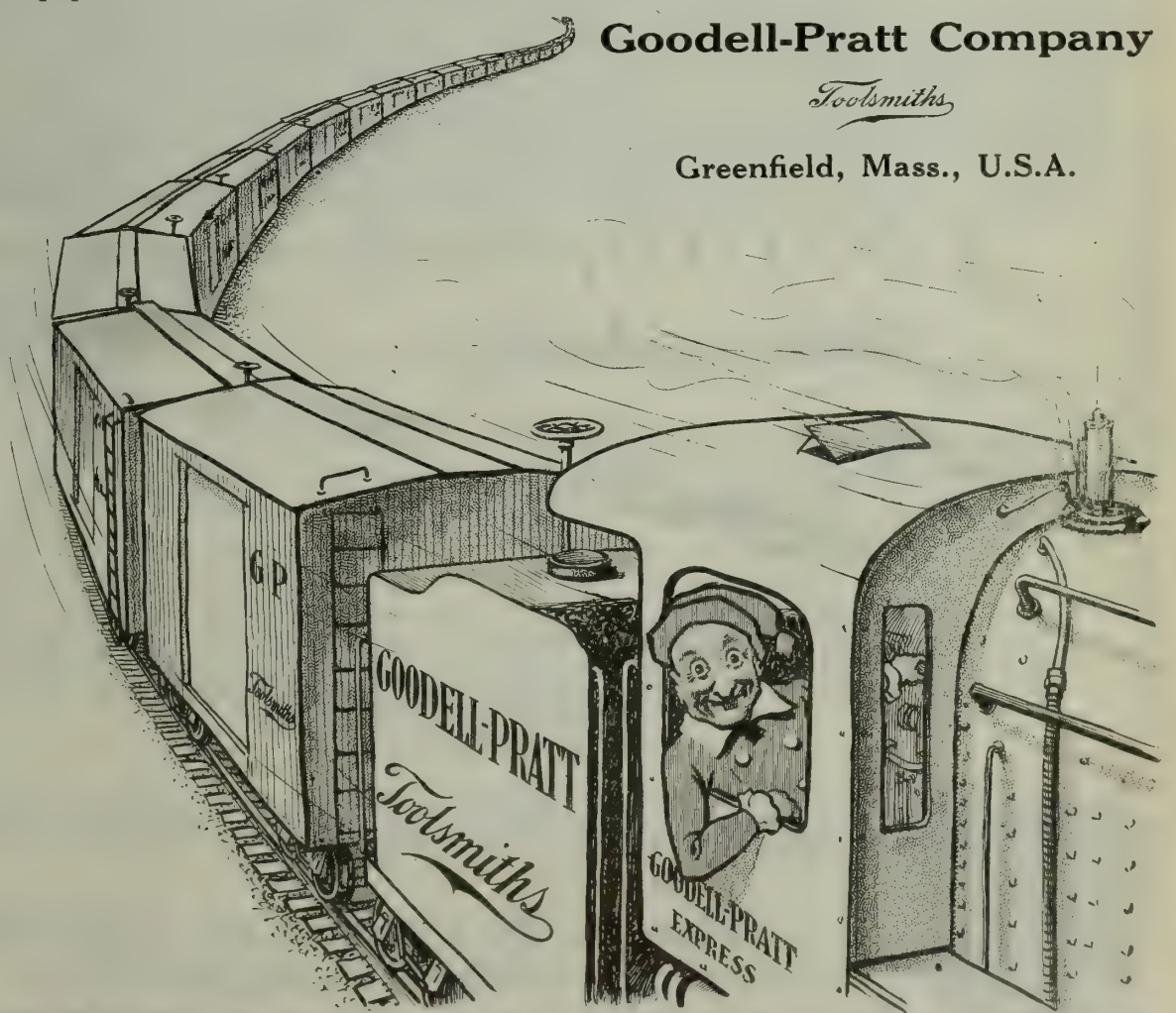
Goodell-Pratt Company increase their capacity of production continually in order to keep full stocks on hand. Their purpose is always to increase your margin of profit by cutting down your margin of delay.

On the other hand, demand for Goodell-Pratt tools—the entire Toolsmith line of more than 2000 different hand tools—is so steady and brisk that you always get the benefit of new stock—the fresh, attractive tools that make the Goodell-Pratt name so popular with all kinds of tool users.

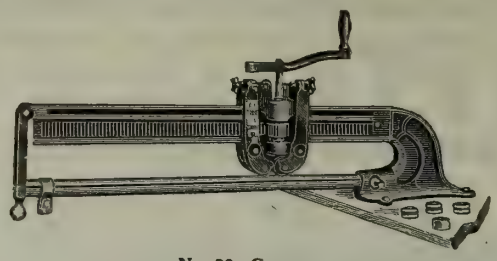
Goodell-Pratt Company

Toolsmiths

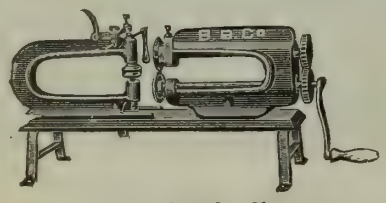
Greenfield, Mass., U.S.A.



Makers of Mr. Punch



No. 30—Groover



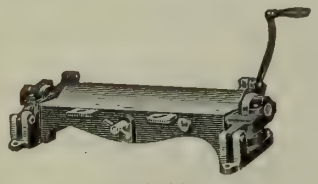
No. 22—Circular Shear

Steel Brake

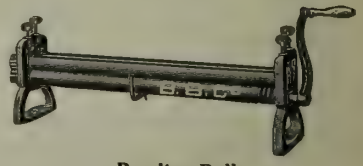
Are You

using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**



Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited

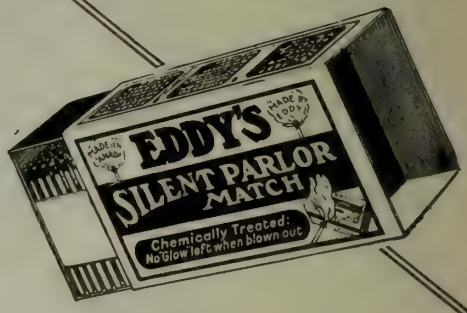
HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

70,000,000

Matches A Day



Every day there goes out from the Eddy factory at Hull some 70,000,000 matches—every one as perfect a "light" as science and manufacturing skill can produce.

Only the very best matches are put up under the Eddy label. Their quality is known from coast to coast. They sell themselves.

Quick turnover is always the rule with Eddy matches. Widespread consumer publicity make every display resultful.

Thirty to forty different brands. An Eddy match for every known need.

Eddy's Indurated Fibreware are just as dependable as Eddy Matches. Durable; light and extra strong. Every hardware dealer should stock them.

The E. B. Eddy Co., Limited

HULL, CANADA

The American Rolling Mill Co.

MIDDLETOWN, OHIO

Airplane View of East Side Works

Manufacturers of

ARMCO BRAND

American Ingot Iron

Pure Rust Resisting

Black, Galvanized and Blue Annealed Sheets.

You Can Get the O-K-SPRA, or Parts, Promptly Because It is Made in Canada

Every dealer knows the advantage of having factory and market in close proximity. Long waits for shipments mean dissatisfaction and loss of trade. The demand for sprayers is starting now. Be sure your stock includes the

O-K-SPRA

The sprayer built for the man who sprays.

The O-K-Spra is a Canadian product. Dealers can be quickly supplied when demands are heavier than expected. There are no long delays as with other imported sprayers.

O-K-Spra is a right-at-hand sprayer and a letter to us will bring immediate results.

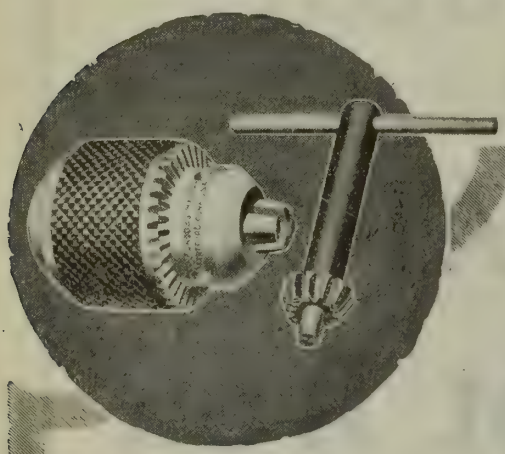
If your jobber does not handle the O-K-Spra, write direct to us for prices.

Made in Canada by Canadian Workmen for Canadian conditions. You save exchange by buying the O-K Spra.

Canadian Potato Machinery Co., Limited

No. 36 Stone Road, GALT, Ontario

JACOBS CHUCKS



The speed, accuracy and grip of Jacobs Chucks result in greater efficiency, convenience, ease of handling, and economy in drilling operations.

Therefore, when you are selling Jacobs Chucks to a drill user, you are selling him better drilling. And this means the making of a permanent customer.

If you deal in mill supplies, order a stock of Jacobs Chucks to-day. If you do not handle mill supplies, why not start such a department with Jacobs Chucks? Canadian hardware dealers have found them a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

This Mop Wins

the instant approval of women everywhere and the complete confidence of dealers, like yourself, who aim to sell **the best there is** at fair prices and with profit. In this wonderful Liquid Veneer Mop you deliver **quality** and

Your Profit is

67%

MADE IN CANADA

5. Big, New features make this mop by far the best on the market and a rapid seller.

Oh, but it's a beauty!

LIQUID VENEER MOP

Thousands of Liquid Veneer users will want this mop. Every buyer of a mop will use far more Liquid Veneer. Therefore every mop you sell will pave the way for a great big Liquid Veneer business.
This mop builds business. Easily retails at $1.75, packed in individual lithographed container. Complete with 54-inch handle.

Write your jobber or us for full particulars.

Buffalo Specialty Company
Bridgeburg, Ontario

Customers Want What They Want

If they are file users, they want Famous Five Files.

Because Famous Five Files have stood all tests applied to them by practical users, and have become the standard.

You have only to supply them, therefore, to ensure quick sales and satisfied customers.

These two things spell profit to you.

We keep large reserves to take care of rush orders through jobbers. Order Famous Five Files by name from jobbers. They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Experience Counts

Our present improved Models of "1900" WASHERS

are the outcome of 20 years' experience in designing and building Washing Machines exclusively.

The experience of our present dealers proves that easy and profitable sales and satisfied patrons go with the stocking of

"1900" WASHERS

Tell us your experience in selling Washing Machines and we will consider your application for a local agency. We want the "good dealer" in every town.

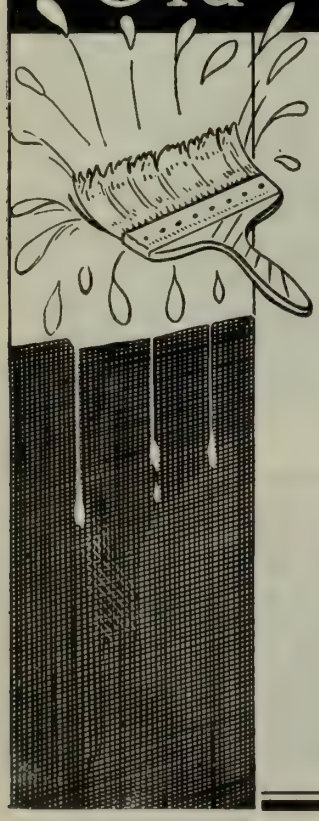
The experience of our thousands of customers throughout the country has made a reputation for

"1900" WASHERS

that is second to none.

NINETEEN HUNDRED WASHER COMPANY
357 Yonge St., Toronto

Throw away the Old brush



Factory Managers Save Time and Money

Cut the cost by spraying paint or whitewash on the walls of your plant. It's 90% more effective and the cost is about 25% of that of the old brush method. It's just fine for applying disinfectant, too. By blowing the solution you are using into every crack and crevice, the Spramotor makes a thorough job every time and does fast, even work.

From $7 up

Write for Booklet

Mr. Dealer! A Spramotor Sale Makes Friends As Well As Money

Without friends in business—that is friends who buy from you because you give them quality and service—you are like a ship without a rudder. The wise merchant buys merchandise of a known standard of quality because every time he makes a sale he sells satisfaction and service as well as merchandise.

Every time you sell a

Spramotor
It isn't a SPRAMOTOR unless we made it

you make a booster for your business.

Spramotors sell from $7 to $400. 25 years on the market. Won 100 Gold Medals and first awards.

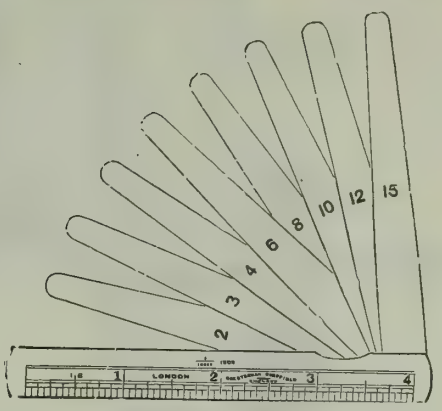
Write to-day for particulars of our agency proposition.

Spramotor Co. 28 King Street, London, Can.

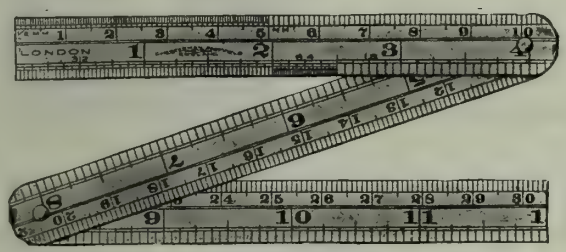
Agents Wanted Everywhere

CHESTERMAN'S

Measuring Tapes, Steel Rules,
Straight Edges,
Surveyors' Band Chains,
Engineers' Tools



Steel Feeler Gauge



Chesterman tools are the highest standard of accuracy in the British Empire, and the quality of steel and substantial build guarantee a maximum of service and economy.

MANUFACTURED BY

JAMES CHESTERMAN & CO., Ltd.

SHEFFIELD - ENGLAND

Canadian Representative:

F. H. SCOTT,

404 Coristine Building
MONTREAL, CANADA

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

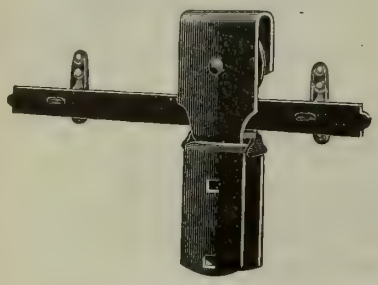
E. C. ATKINS & CO.

Makers of Sterling Saws

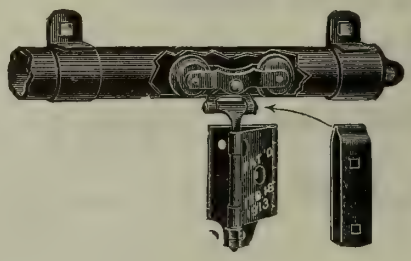
Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

We Make All Kinds of Door Hangers

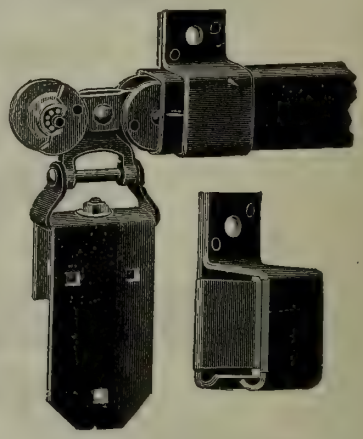
Flat Track Hangers



Round Trolley



Square Trolley

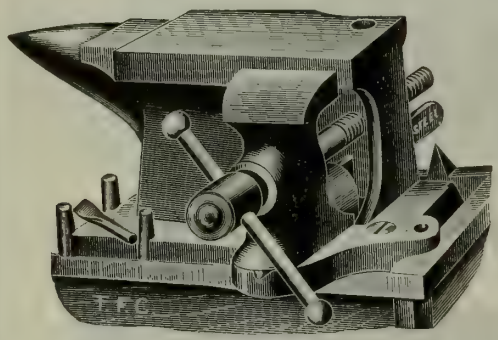


Round Track Hangers

Ask for our new catalogue showing our complete line

Quality Hardware

SLATER & BARNARD, LIMITED
HAMILTON, ONTARIO



ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

(ALLOYED UNDER THE STANLEY PROCESS)

LION ROYAL BABBITT

Standardized in
quality and price---
with protection
to the Jobber.

BRITISH SMELTING & REFINING CO. LIMITED

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS

BRITISH SMELTING & REFINING Co. LIMITED.
DRUMMOND BUILDING MONTREAL

The Powerful Sales Suggestion of Well Displayed Goods Is Attained By Using

Duluth

Sectional Shelving For Hardware

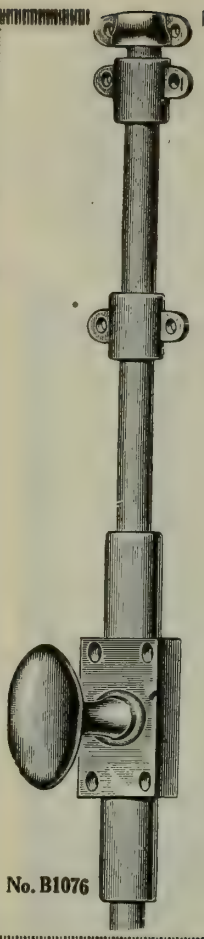
Increased sales are only profitable when accompanied by reduced costs. This attractive, attention compelling shelving reduces selling costs by making the customers' selection quicker and the salesman's duty shorter.

The improved appearance of the store is another consideration—a consideration that can be measured in terms of increased business, because customers seek the store with the modern up-to-date appearance that infers up-to-date service and up-to-date goods.

Duluth Sectional Shelving are a direct factor in your success.

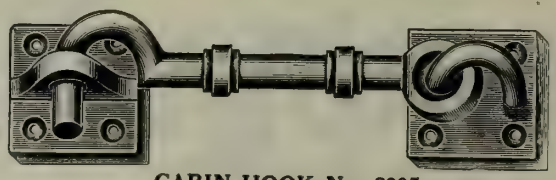
Duluth Showcase Company, Duluth, Minn., U.S.A.

JAMES CARTLAND & SON, LTD.
BIRMINGHAM, ENGLAND



No. B1076

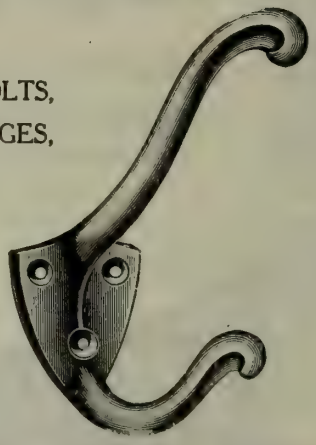
FLUSH BOLTS, No. B430
Sizes 6", 8", 10", 12"



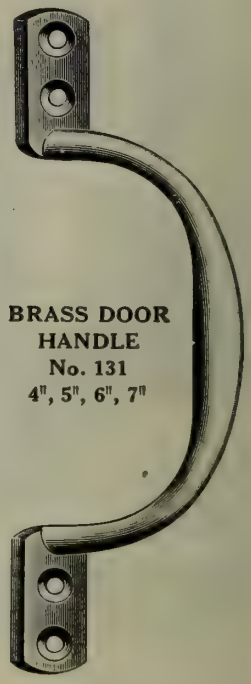
CABIN HOOK No. 2005
Sizes 3", 4", 6", 8", 10," 12"

FRENCH WINDOW BOLTS,
MACHINE-MADE HINGES,
SOLID DRAWN SOCKET BOLTS,
FLOOR SPRINGS,
ETC., ETC.

Prices upon Request



HAT & COAT HOOK, No. B992



BRASS DOOR HANDLE
No. 131
4", 5", 6", 7"

We supply a United States steel plant with files for testing hardened steel blanks.

We supply the largest twist drill company in the United States with files for proving the temper of their drills.

These are the only known instances of Canadian-made files being exported for regular use in the United States.

If, therefore, these great companies with all the file makers in the world to select from, specify our files, does it not prove, more than any argument we can advance, our contention that

P H

"THEY CUT FASTER AND WEAR LONGER"

IMPERIAL

Your customers can find this to be true in their own shops, and a satisfied customer is your best asset.

BE FILE-WISE

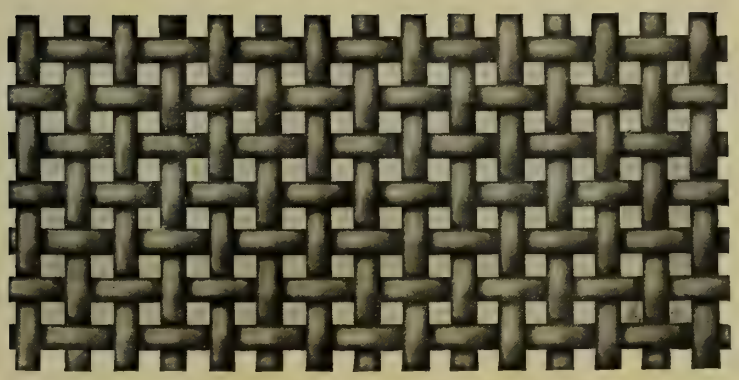
INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited

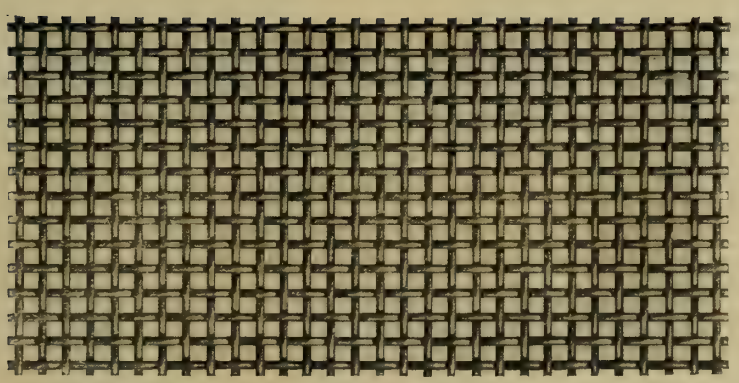
Sole Distributors

INGERSOLL, ONTARIO

INGERSOLL



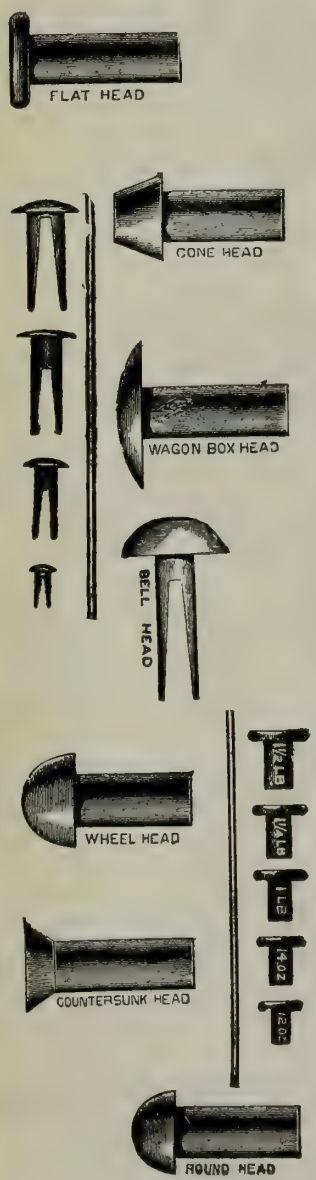
4 mesh, .135 in. Wire



8 mesh, .047 in. Wire

THE B. GREENING WIRE CO., Limited
HAMILTON, CANADA

Rivets



Maximum Profits

These desirable products, each the best of its kind, have solid, substantial qualities that make them quickly accepted by your customers who have learned their merits by agreeable experience.

Reliable, dependable goods true to shape and size, and free from deformities and abrasions.

We manufacture—

Iron, Copper and Brass Rivets, Small Washers and Burrs, Wire Nails, Countersunk Clout Nails, Escutcheon Pins (Brass and Steel), Tubular and Bifurcated Rivets, Copper and Steel Boat and Canoe Nails, etc.

A trial order is the surest test we know of, and there is nothing like it to convince you of the real merit in this line.

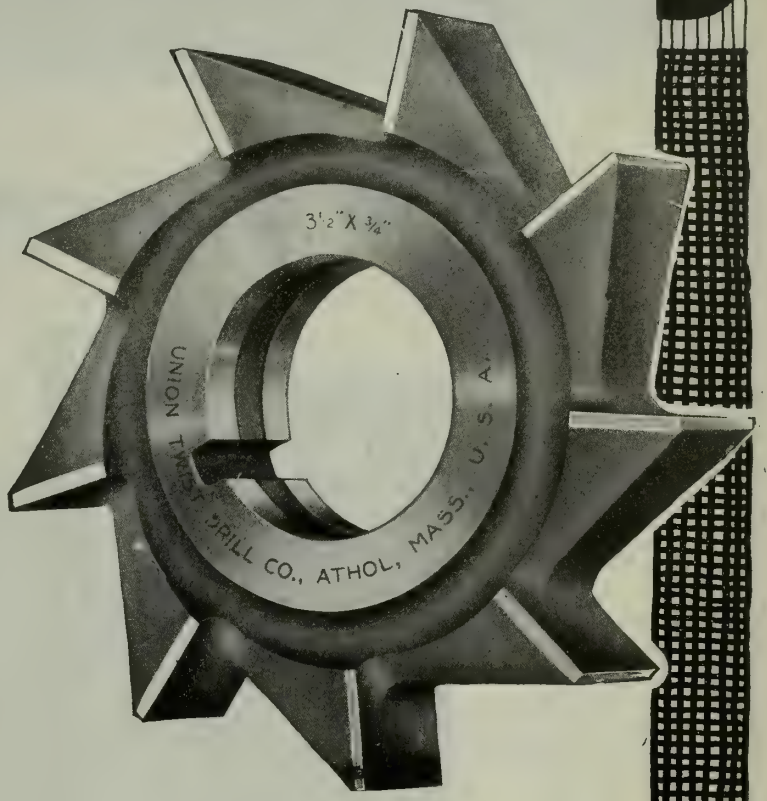
Distributors:

John R. Anderson, 36 Dizier St., Montreal
E. Fielding & Son, 9 Front St. E., Toronto
David Philip, 138 Portage Ave. E., Winnipeg
W. O. Webster, 1396 Granville St., Vancouver

The
Parmenter & Bulloch Co.
LIMITED
Gananoque, Ontario

BUTTERFIELD

Milling And Gear Cutters



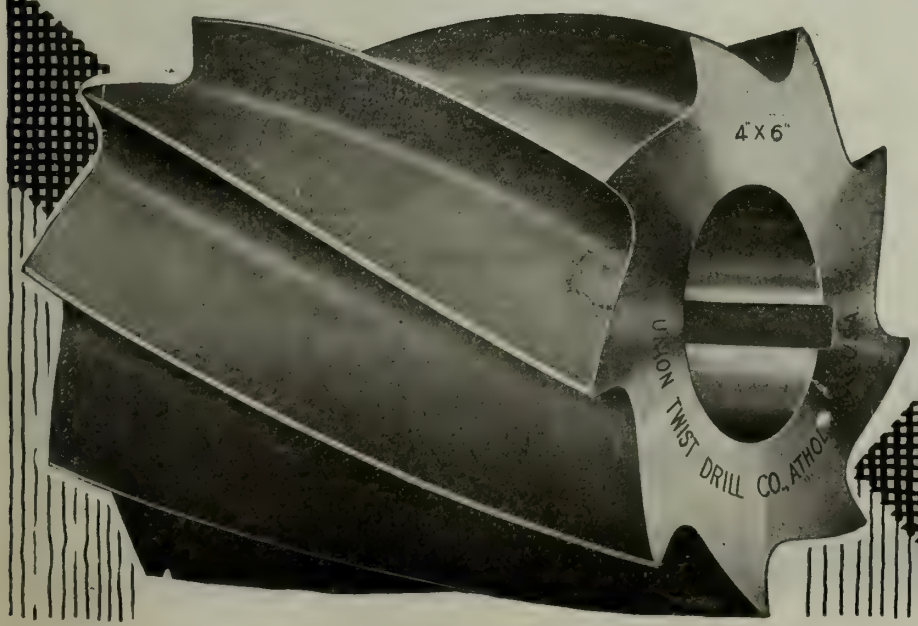
Cutting tools that do their work rapidly, smoothly and reliably. The Butterfield line offers tools that will turn any inquiry in your Tool Department into an order—whether it requires cutters for the gears of cream separators, or reduction gears for turbine drives. Special tools are made to order, also.

Butterfield Tools, whether High Speed or Carbon Twist Drills, Reamers, Gear- or Milling-Cutters, Taps or Dies, do their work efficiently and well.

It is that reputation, firmly established in the minds of Tool Buyers, that makes such successful sales for the Hardwareman.

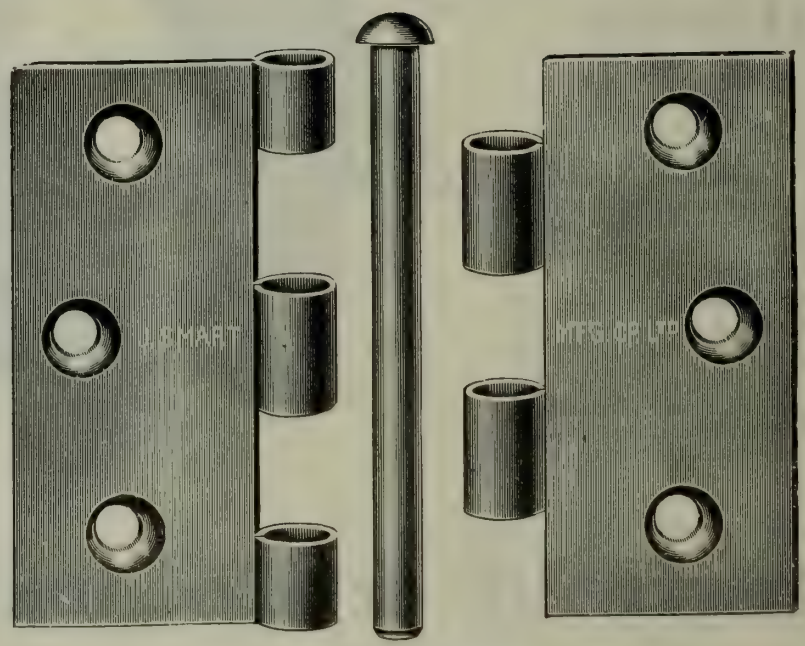
Butterfield & Co., Division

Union Twist Drill Company
Rock Island, Que.



CANADA
FOUNDRIES & FORGINGS
LIMITED

YOUR PROFITS *for* 1920



HINGES ON YOUR STOCK

See Your Jobber

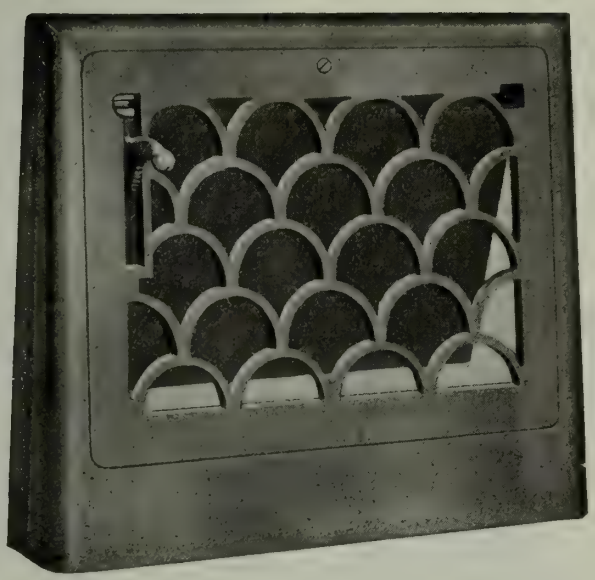
PRODUCED AT

JAMES SMART PLANT
BROCKVILLE, CANADA

Spend Your Dollar in Canada and See It Again!

CANADA
FOUNDRIES & FORGINGS
LIMITED

Registers Built To Smart's Standard



NOW SELLING SIDEWALL
IN SIZES 8 x 10 AND 9 x 12

Better Registers Than You Usually Get For the Same Money

JAMES SMART PLANT

BROCKVILLE -- CANADA

Spend your dollar in Canada and see it again

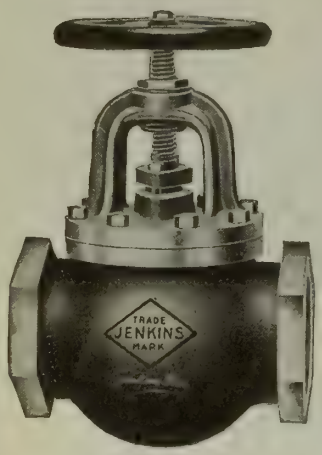


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

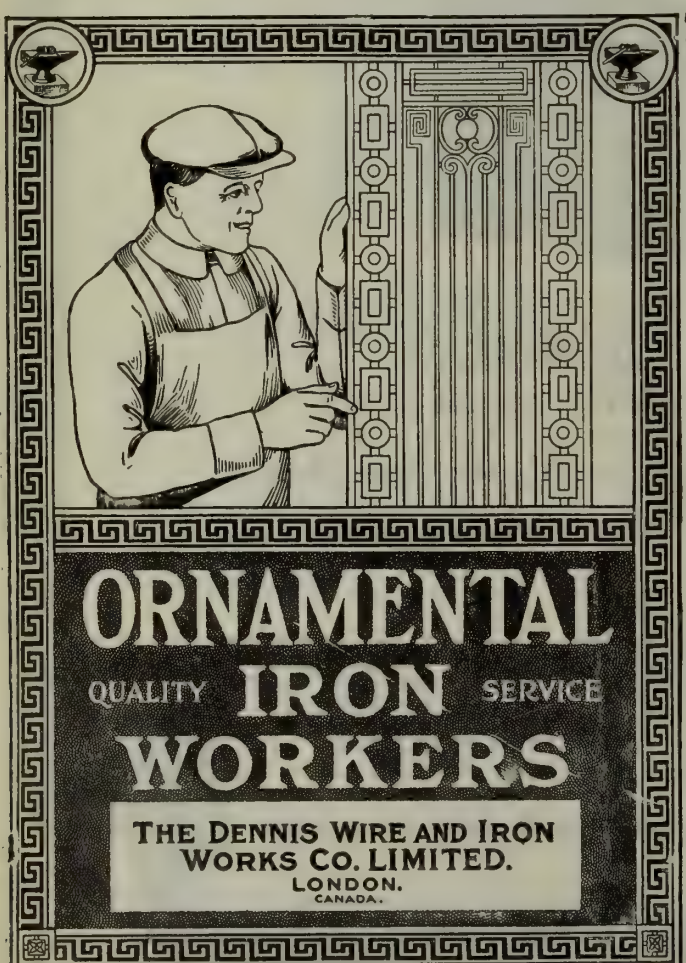
The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8

JENKINS BROS., Limited
103 St. Remi St. MONTREAL
6 Great Queen Street, Kingsway, London W.C. 2, England

Factory and Head Office of
JENKINS BROS., LIMITED
Montreal, Canada



Many a Hardwareman makes extra money
easily and quickly by taking good-sized orders for DENNIS products in his community!

PERHAPS it is the town hall or a school or factory which requires a fire escape — maybe a store or private residence, or hotel, or apartment house needs a marquise, some wire window guards, iron fence or railing — possibly a factory that needs wire machinery guards or a sky sign — sometimes a bank or office requires brass or bronze grillwork, counter railing, cages, wickets, etc., or a complete wired enclosure — or a church is in the market for brass furnishings, memorial tablets or railing — in every town there are dozens of orders to be picked up by live, wide-awake merchants. We assist you with estimates, specifications and blueprints. You need carry no stock to engage in this profitable business, as it works in well with your regular line. Write us for folders and particulars to-day.

The Dennis Wire & Iron Works Co., Limited
LONDON
CANADA

Do you sell lining —or just put it on?

YOU can put on as much brake lining as people ask you to every year—and that may not be much. Two cars out of ten may actually need brake lining, yet they get out if you don't go after the business.

Don't wait to be asked—tell the motorist about brake-lining, and sell it to him. The quickest way to sell brake-lining is to mention Non-Burn.

Johns-Manville Non-Burn is designed and advertised to help you sell it. It is a representative Johns-Manville Asbestos product that it will pay you to push.

Moreover, our Sales Policyassures you real trade protection. Write for details.

H. W. JOHNS-MANVILLE CO
New York City
10 Factories—Branches in 63 Large Cities
For Canada
Canadian Johns-Manville Co., Ltd.
Toronto

JOHNS-MANVILLE SERVICE
COVERS THE CONTINENT

Through—

Asbestos
and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE
AUTOMOTIVE EQUIPMENT

BLACK DIAMOND FILES

KNOWN EVERYWHERE FOR THEIR LASTING QUALITY

SOLD THROUGH

CAVERHILL, LEARMONT & CO.

MONTREAL

Starrett Hack Saws

have the same qualities of value and satisfaction that have made the reputation of Starrett Tools among the Nation's machinists.

Used according to the recommendations of the Starrett Hack Saw Chart, they reduce "cutting costs" and troubles to the minimum.

Write for copy of the Chart and Catalog No. 21"MA", sent free anywhere on request.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

42-35

Starrett Hack Saws

STARRETT HACK SAWS CUT QUICKER & LAST LONGER

STARRETT TOOLS

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

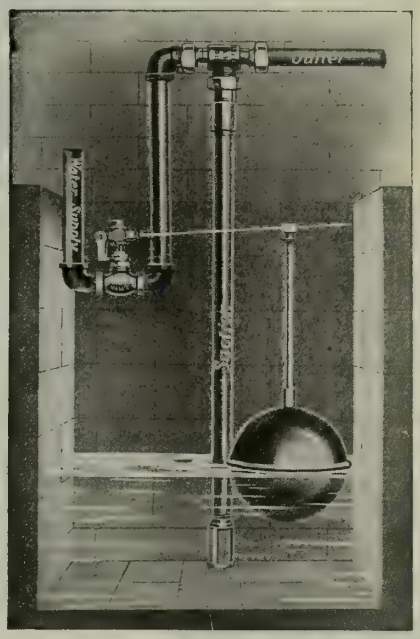
Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

For You or Your Customer



It Saves Money

In the Winter, Spring or any other time the Morrison Automatic Cellar Drainer will keep cellars dry.

The saving in stock previously damaged or deteriorating in damp storage soon pays for this efficient drainer.

The Morrison operates entirely automatically at 10 lbs., or higher, water pressure. Simple—nothing to get out of order. It's money for you whether you sell it or use it yourself.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. W., Toronto, Ont.

ENAMELED TEA KETTLES

We can show you a very fine line, all having seamless bodies and flat bottoms, made in our Colonial and Premier Ware, in various sizes. A very attractive line and on account of its price should be a very popular seller.

If you desire, we shall be glad to give you any information in regard to our other lines, viz: Sheet Iron Ware, Pieced Ware, Japanned Ware, Galvanized Ware, etc. Write us for full particulars and we shall be pleased to be at your service.

The Thos Davidson Mfg Co Limited

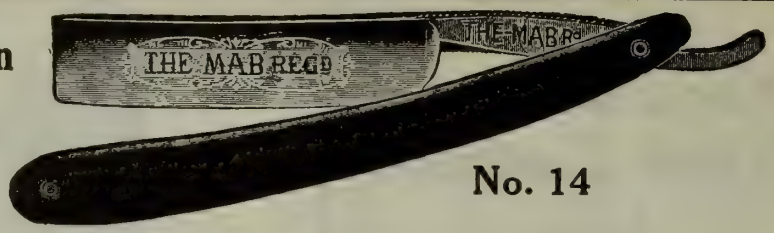
Head Office: **187 Delisle Street, Montreal**

Branches—Toronto and Winnipeg

Steel Foundry Division—Lachine Canal, Turcot

DAVIDSON

A safe and certain line for all Hardwaremen



No. 14

25 years reputation

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto **Telephone Main, 6510**

Made by THE MAB CO., Birmingham and Sheffield, England

The Rideau Ash Sifter

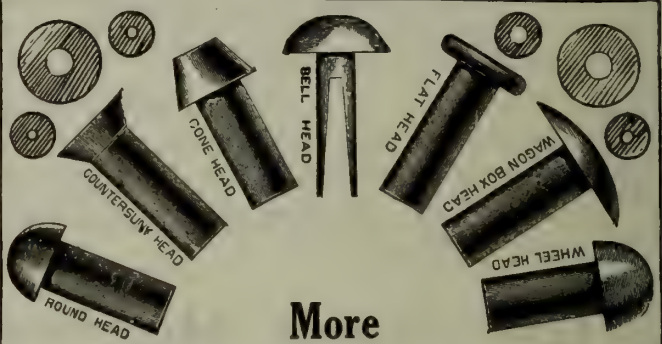
The best of its kind on the market, and, at a price that will interest you.

MANUFACTURED BY

The Leslie Tinware Co., Ltd.

114-116 Scott Street, Ottawa, Ont.

Wholesale Distributors for Montreal:
The Starke-Seybold Co., Limited



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? ***Retailers, have you ordered?***

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too

ASK FOR CATALOG NO. 25HM.

9 F

Niagara Falls Metal Stamping Works

237-239 Tenth Street **Niagara Falls, N.Y.**

D. A. MACDONALD, 141 Bannatyne Ave., WINNIPEG, Man. Sales Representatives for Manitoba

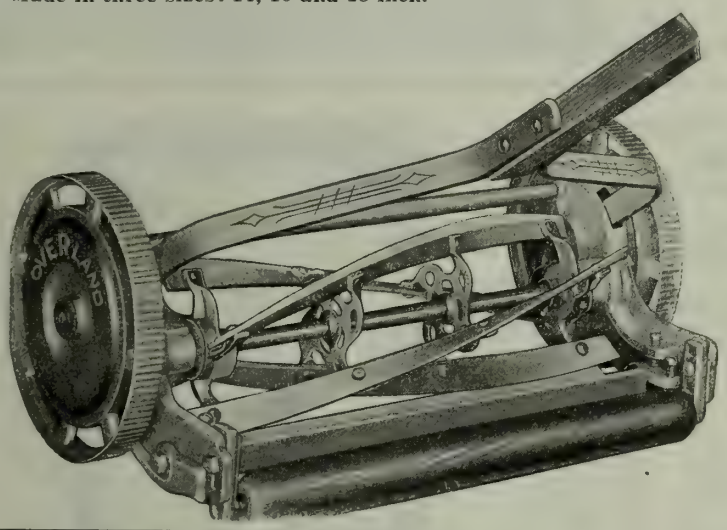
The Overland

Driving wheels, 9 inches in diameter.
Four-blade cutting reel, 6 inches in diameter.
Best quality brass bearing for real shaft. Light running.
Machine screw adjustment of cutter bar.
A mower which is built for the hardest service.
The raised wheel rim protects the gearing from the dirt.
Made in three sizes: 14, 16 and 18 inch.

Five Mowers

With Selling Points

That Make Sales



Because they are carefully tested and inspected before shipment. Attractively painted and finished. Made from perfect castings from our own foundry and accurately machined to perfect fit assuring perfect fit of replacement parts. Wheels provided with reinforced raised rim protecting gears from dirt, grit, etc.

Knives of special process crucible steel specially ground to perfect cylinders on the same bearings on which they cut grass. Special three point catch pinions. Either ball or split brass bush bearings, easily adjusted; and a solid steel tree guard.

The Eureka Planter Co.
Limited
Woodstock, Ontario

The Trade of the Motorist

The motorist is a splendid customer to cultivate. You can win his absolute trust by sending us all your vulcanizing work. Faulty vulcanizing kills trade—you needn't bother doing the work yourself—it's easier to put it up to our expert—and you can make your profit just the same. All work done by us is guaranteed to be the best. We will quote figures before the work is commenced if you desire.

Send us your Vulcanizing Work

Send all tires express prepaid. All work is executed with accuracy and speed—our reputation is staked on the quality of our work.

Samuel Trees & Co., Limited

42 Wellington St. E. **Toronto**

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

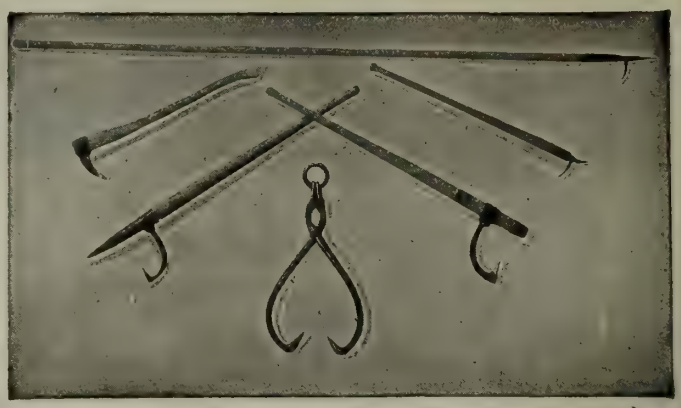
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

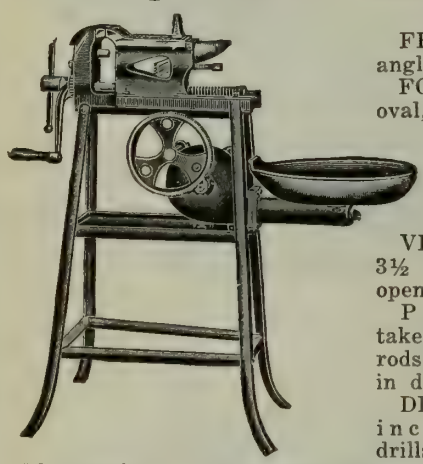
Manufacturers of Lumber Tools

Pembroke Ontario



VISES *A Type and Size for Every Service*

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is drive by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS—take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

Absolutely Sanitary

The "Canada" All-Steel Refrigerator has many convincing selling points: porcelain enamel finish inside and out; rigidly and strongly made, with handsome brass and nickel hardware; ball-bearing casters. The seams are few and soldered. Walls insulated with two layers of linofelt and ¾-inch air space. A removable trap catches dirt and keeps out warm air. Heavy galvanized steel throughout. Sizes 15"x 20"x 37" and 17"x 23"x 42". Ask for more details.

J. Samuels

275 Queen St. W. Toronto

E. Roy, 651½ St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

The Publisher's Page

TORONTO APRIL 17th, 1920

Claims Without Proof

A FEW days ago we heard of a most ridiculous circulation claim made by one of our contemporaries. This claim was made in an effort to secure for the other paper, advertising which appeared in HARDWARE AND METAL.

We have suggested to the advertiser that a thorough test be made of the circulation of the two papers.

We will bear the expense, the only condition being that the results of the test are to be available for publication. We hope the challenge will be accepted.

In passing, let us again remind you that HARDWARE AND METAL is the only hardware publication in Canada that has submitted its records and circulation to the pitiless investigation conducted by the Audit Bureau of Circulations. An A.B.C. statement will be supplied to any advertiser upon request, at any time. You know what you are buying when you buy advertising space in HARDWARE AND METAL.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Casement Fastener

You will need a good stock of Builders' Hardware to cope with the building activity this Spring.

We manufacture Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

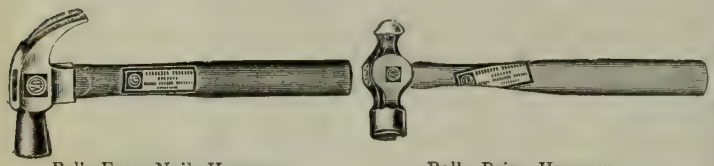
The Stratford Brass Company, Limited
Stratford, Ontario

One of

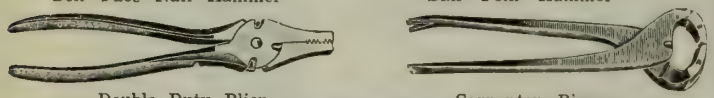
Many Lines

V & B TOOLS

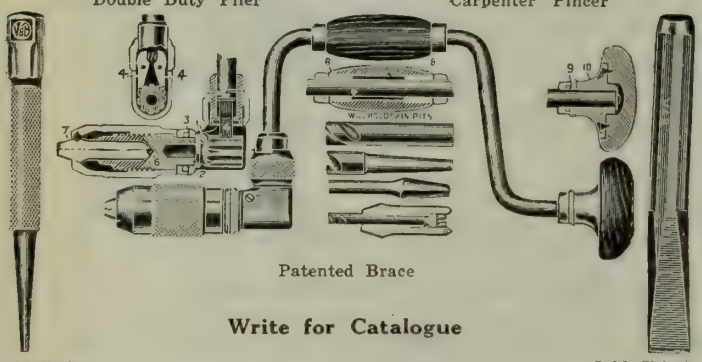
Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer



Double Duty Plier — Carpenter Pincer



Patented Brace

Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

JUST LIKE DAD'S

This mannish waterproof coat pleases school and messenger boys and durability satisfies parents.

Get Ready For Spring Rainy Season

Big sales certain when you carry Tower's Schoolboys' Coat. In two colors—black and olive khaki.

Write for prices and particulars.

TOWER CANADIAN LIMITED
TORONTO

Halifax Winnipeg Vancouver
Coast to Coast Service.

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

The Ideal Line Galvanized Goods

manufactured by Wheeler & Bain offer an ideal line where quality counts. Made from selected materials by highly experienced mechanics. Economical, but not cheap.

We supply Eavestrough, Ventilators, Galvanized, Copper and Tin Sheets, Corrugated Iron; in fact everything in Galvanized Products.

WHEELER & BAIN
Toronto

VIKO

Aluminum Cooking Utensils and Specialties

The Largest and Most Complete Line of Aluminum Ware in Canada

Catalogue and Price List on Request

Aluminum Specialty Company
OF CANADA
60 John St. - - Toronto

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.
Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

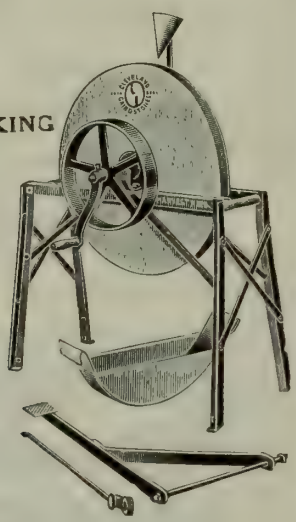
SELLING AGENTS:

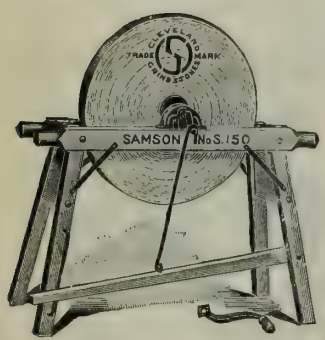
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CLEVELAND GRINDSTONES

MEET YOUR NEEDS

HARVEST KING





THE CLEVELAND STONE CO.

UNION BLDG. CLEVELAND, OHIO

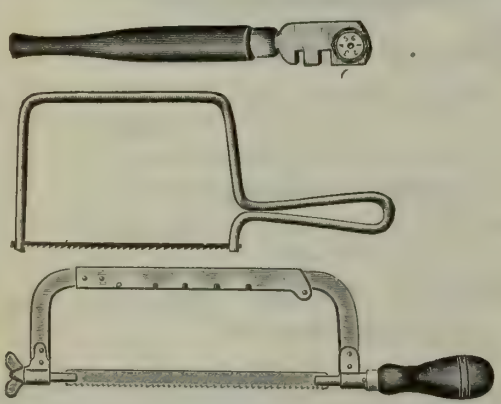
Bissett & Webb, Limited, Winnipeg, Man.
Western Distributors

THE TALLMAN
ROTARY AND OSCILLATING
SPRINKLER

SOLD BY ALL DEALERS

MANUFACTURED BY

Tallman Brass & Metal Limited
HAMILTON, ONT.



The Crescent Line

For Building Permanent Trade

For satisfying customers and holding their trade, and confidence in the store. In turnover, profit and business-building, Crescent Line is unexcelled.
A line that you will be more and more glad to sell with each added year you handle it—because it pay.

At All Leading Jobbers.

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

TRADE MARK

CHICAGO SPRING HINGES

Type No. 3005 Adjustable Tension

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

Chicago Spring Butt Company,
CHICAGO NEW YORK
Send for Catalogue M-36

Kiddie-Kar

Kiddie-Kar

Well Advertised - Half Sold

Kiddie-Kar appeals to parents because it is the vehicle best loved by children — both boys and girls. It is low and safe, simple, strong, and indestructible. Handsomely painted in varnished colors, it has also the important sales appeal of appearance.

Kiddie-Kar has been convincingly advertised and consumers are quick in acceptance of Kiddie-Kar when displayed.

Canadian K. K. Co., Limited
Elora, Ontario, Canada

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd
Manufacturers NEWMARKET, ONTARIO

Quick Sales
Big Profit
Satisfaction

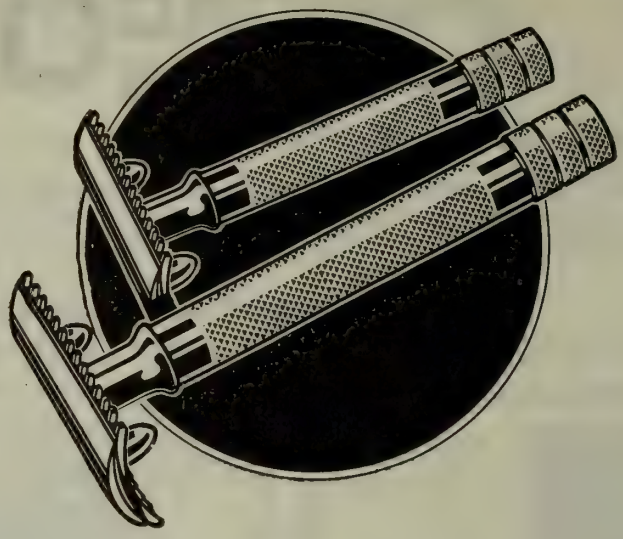
Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak ?
USE **MENDETS**
A PATENT PATCH

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.



Gentlemen!
"The Big Fellow!"

$5.00 the Set

When a big-fisted customer comes in to see a Gillette Safety Razor you are SURE of a sale! First show him the standard Gillette razor, and if he seems to have "too many fingers" in handling it, bring out your Bulldog Gillette. "That's more like it," he says.

THEN reach for the Polished Wood Case of the "BIG FELLOW," and let his eyes rest on the 4-inch handle — extra thick, extra heavy, but so constructed that it takes the Standard Gillette Blade.

He is SOLD right then and there!

Orders are coming in thick and fast for the "BIG FELLOW." We want every dealer to have his share. Ask your supply house to forward your quota to you, or mail an order **to-day** to The Gillette Safety Razor Co. of Canada, Limited, 73 St. Alexander St., Montreal.

GILLETTE
Safety Razor

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, APRIL 17, 1920 No. 16

CONTENTS

Turnover Tax Incentive for Economy 55
Big Increase in Sale of Automobile Accessories Expected 57
Time to Advertise Accessories 59
Fundamental of Business Finance 61
West Needs as Much Paint as the East 63
Deplore Loss of Canadian Trade 63
Editorial Comment 64
Events in the Trade 66
The Clerks' Department 70
New Hardware Goods 74
Markets At a Glance 75
Weekly Hardware Markets—From Montreal, Toronto, London, Winnipeg, Pittsburgh 75-83
Paint Salesman of To-morrow 84
What Does Your Customer Know About Paint Brushes? 86
How Hardwaremen Advertise Paints—No. 3 88
Weekly Paint Markets 90-92

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

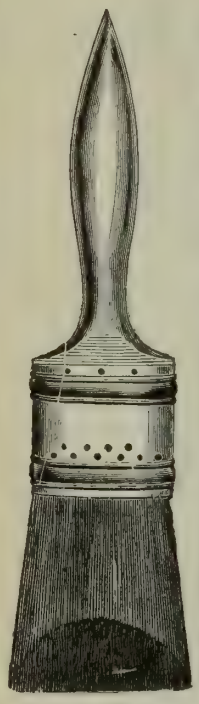
CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

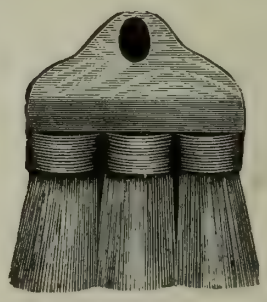
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

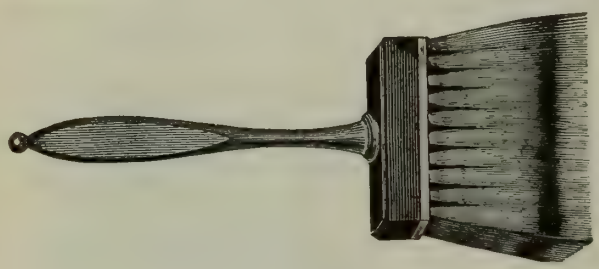
UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

MEAKINS BRUSHES







Make Steady Sales

Because the consumer has learned to associate Meakins Brushes with satisfaction. He knows that the bristles will **stay in.** (Every Meakins Brush is Rubberset). He will have no good work spoiled with bristles adhering to the surface. Altogether they give perfect satisfaction to the customer, good profit to the dealer and assure repeat orders.

Write for complete catalog.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, APRIL 17, 1920 No. 16

Turnover Tax Incentive for Economy

Prominent Western Retailer Thinks Turnover Tax Preferable—Trade Would Watch Sales at Cut Prices and Small Expenses—Profits Tax Puts Premium on Extravagant Methods—Will Reach the Farmer—Government Would Save on Interest Charges

MUCH interest has been aroused among the hardware trade of Canada in connection with the rumored substitution of a tax on turnover for the tax on excess profits now in effect. Full details of how the turnover tax might be expected to apply were given in HARDWARE AND METAL of April 3 and 10. Opinions of leading manufacturers, jobbers and retailers were also given, and further expressions of opinion from the retail trade were asked for. One of the most interesting replies is that from Whyte & Orr, Limited, of Daysland, Alta., which is one of the largest retail hardware establishments on the Prairies, operating a chain of four stores. The letter reviews the situation in detail and will therefore be of interest to the trade in general. For that reason it is reproduced in full herewith:

"We were very pleased on receipt yesterday of last week's HARDWARE AND METAL to find an editorial article and another feature dealing with a proposed Turnover Tax, and an invitation for opinions from the trade generally. Naturally there are objections to any form of taxation on the part of those affected, but we believe if the people of Canada will look at the subject of raising the necessary two or three hundred millions annually that are going to be necessary to liquidate in due time our national debt, in a really broad-minded manner, the majority will concur in the idea of a Turnover Tax which should, without bearing unduly on any individual, bring in a very considerable portion of Canada's annual requirements.

Simple in Operation

"One strong point in its favor is the simplicity of arriving at the amount to be paid. While there is no question that the system (or lack of system) of accounting employed by a large percentage of the business men in Canada fails utterly to give them adequate details for their annual Income Tax and Excess Profits returns, practically every man knows to a dollar his monthly and annual turnover. In any case it is a very simple matter to keep track of this and there would be no guessing, as is undoubtedly done in connection with the present returns. The operation of this tax would thus be broadened to include all on an absolutely equal basis.

"Another point is that the knowledge that a definite amount out of every sale must be set aside for payment to the Government would have a very beneficial effect on the average retailer. He would watch very closely (much more so than he does under the present form of taxation, which in a way almost puts a premium on extravagant methods of doing business) the matter of sales at cut prices and the many small expenses of conducting a business such as wrapping paper, twine, delivery expenses, loss of goods through damage in transit or theft, donations to causes not worthy of them, etc. It would give him an incentive to try and make the small economies, without which no business is a success, pay at least a large portion of this tax. We do not believe that such a tax would largely increase the cost of living or commodities, as it is undoubtedly a good, fair statement that there is plenty of competition in this country if left unhampered by Commerce Boards and such Government interferences to insure that the average trend of prices does run to excessive profits for the merchant.

"From another point of view the Government would benefit largely and a considerable saving could be made in both interest charges on Government borrowings and on costs of collection by making this tax payable monthly or quarterly. In this way Ottawa would have a constant stream of revenue flowing in and once under way the merchant would consider it simply an incident in his month's work to prepare a very simple form that would cover his report and mail it in with his quota for the period it might represent. A comparatively small staff could handle the returns and a comparatively small staff of field men could verify at intervals the faithfulness with which the returns were being prepared.

A Good Revenue Producer

"A Turnover Tax again is a sure revenue producer, good times or bad, fluctuating naturally with general business conditions, but consider what would happen to Government revenues accruing from the present Income and Excess Profits Taxes in a period of two or three

years of depression, just when also revenue from the tariff and operation of public utilities would slump from lack of business virility.

"A Turnover Tax would reach the farmer, whose contributions under the present laws have been infinitesimal if reports published in various papers are to be relied on, and we think it should also apply to every wage-earner not directly interested financially in any enterprise already taxed for Turnover Tax. Farmers would not find it extremely difficult to keep track of their sales of grain, livestock and other farm produce for the purpose of this levy, nor would the average wage-earner be unjustly used if a small monthly deduction were made from his wages for the purposes of such a tax.

"We have made no mention of any proposed rate to be struck as only a review of Canada's present revenue from her various methods of securing it would show what the elimination of certain unwieldy and objectionable systems would leave to be produced by this method and a survey of the business of the country on a much more accurate basis than has been the cases less than 2% net profit being realized on the total turnover. In such cases it is manifest that the absorption of half of the net profit would be unfair. A survey of Canadian business would naturally establish the conditions under which the rate or rates should be fixed.

"In conclusion, we in Canada have to raise a certain amount of money annually to carry on the work we have undertaken; let us therefore raise this money, all working together in the simplest, least expensive and most far-reaching method possible and we certainly believe that a Turnover Tax, applicable to manufacturers, wholesalers and jobbers, commission men, brokers, whether merchandise or stock, retailers, farmers and wage-earners not financially interested in businesses already taxed, would bring in more revenue with less trouble and less tendency to evade responsibility than any other form of taxation that has so far been devised.

"While you may think we have written rather at length on this subject, we feel that we have only touched the fringe of it and trust that

Revenue Produced by Business Profit Tax

IN CONNECTION with the discussion of tax questions, in view of the possible substitution of a turnover tax for the present method of taxing profits, it is interesting to note the following figures of receipts from the business profits tax. These figures are for the City of Toronto, but taken on a basis of population they may be accepted as fairly representative of receipts in any section of the country.

The total amount collected on income from taxpayers in Toronto for 1917 was $9,598,954.74. The total number of persons in Toronto paying Dominion income tax for the year 1917 was 6,501, the amount paid under this head being $2,198,260.35. The number paying tax on incimes between $1,500 and $6,000 was 4,724. They contributed $170,214.96; 1,215 persons with incomes from $6,000 to $10,000 paid $222,604.83; 688 persons with incomes from $10,000 to $20,000 paid $397,216.88; 165 persons with incomes between $20,000 and $30,000 paid $251,370.00; 91 persons with incomes from $30,000 to $50,000 paid $272,438.87; 55 persons with incomes from $50,000 to $100,000 paid $378,680.88; and 13 per sons with incomes in excess of $100,000 paid $506,660.93.

The number of Toronto corporations which paid 4 per cent. of their net profits in excess of $3,000 was 524, and the amount from this source was $776,085.05.

Toronto firms and corporations assessed under the Business Profits War Tax Act paid during 1917 the sum of $6,095,042.47.

The amount of $59,567.07 was collected from Toronto corporations under the special War Revenue Act, 1919, for the 1917 period.

custom would probably be necessary to determine how much return might reasonably be expected to be produced by a Turnover Tax. We noticed recently in a periodical that a tax of 1% might be reasonably expected to produce ninety million dollars. This is surely an underestimate if Prof. Irving Fisher's estimate of five billions from a similar 1% tax in the United States is to be considered good statistical work. This means that the States with twelve times the population roughly does fifty-five times as much business, or in other words that the per capita production in the States is roughly over four and one-half times that of Canada. If we are not mistaken we have seen recently where the production per capita of Canada leads the world.

Should Not Be Flat Rate

"It is also to be considered whether a flat rate should apply to all turnover. We are under the impression that there are certain lines that are handled in huge quantities with comparatively small capital at a very small net profit, in it may bring out in your paper a representative discussion of it from all over Canada. We should like to see it fill a couple of issues, the size of your recent Spring Number."

Some of the Disadvantages

A Toronto wholesale house writing in regard to the proposed Turnover Tax points out that it has many apparent points of advantage, most of which have been touched upon. Their letter deals principally with a few of the disadvantages that it would have if levied on all businesses, and these are outlined as follows:

"This tax is, we believe, supposed to be passed on and paid by the consumer ultimately. For all, except the wealthy, living is a problem to-day, and it would not help matters if this tax were added to the already high price of everyday necessities. It seems as if those who are best able to pay this tax and also the firms and manufacturers who are making the profits on luxuries, are escaping with very little tax.

Continued on Page 65

Big Increase in Sale of Automobile Accessories Expected by Increased Tourist Travel from United States

Exchange Situation Will Attract Tourists From U.S.—Bigger Accessory Sale Anticipated—Canada a Leading Nation in Per Capita of Car Investment—Thirty-five Per Cent. Increase in Car Production This Year Despite Raw Material Shortage

THE increased value of United States money in Canada as compared with our own currency may have drawbacks in some branches of trade, but there is one feature which motor accessory dealers are keeping in mind and one on which they are planning to "cash in" some considerable business in automobile supplies during the coming season.

Tourists of the United States who about this time begin to look around for places to go during the summer months, have figured on a plan outlined by one facetious individual whereby they could tour Europe and by taking advantage of the depreciation of European money and by staying in Europe at the conclusion of their tour until European money was again on a parity with United States currency, return with as much money as they started and have the trip to the good.

It is not likely that many Americans will take advantage of the plan but there is a much more feasible idea which is sprouting from the suggestion, and that is for Americans to "see Canada" while their money carries the premium it does on this side of the line. At any rate the idea is receiving some consideration and railway and motor league officials in various parts of the country state that Canada can add to her revenue from basic industries some millions of dollars. As an indication that these officials have something to work on, it might be said that they have already received many inquiries in regard to touring in Canada. The possible revenue has even been figured out on the basis that a party of five visiting Canada on a touring party would spend an average of $30 per day. It is at once apparent that these visitors will create a big trade in requirements of a general nature, and automobile accessories in particular. This will be good business for the hardware dealer carrying an accessory stock, particularly those located on the main trunk roads which will bear the heavy end of the traffic.

Canada a Leader in Per Capita Car Investment

The natural development of the automobile industry in our own country too will enlarge the opportunities for business from the sale of accessories, apart from the tourist traffic. In this connection it is interesting to note that Canada is one of the foremost nations in the world from the standpoint of per capita investment, according to figures recently released by the Automotive Industries of Canada. Nothing could be more impressive than details of the growth of the Canadian industry than the statistics which show the annual registration of passenger cars and trucks in the nine provinces, and the extent of value involved in production.

A very few years ago the Canadian motor industry was considered almost negligible. To-day the automobile industry in this country employs nearly twenty thousand workers and represents an investment of more than one hundred million dollars and the payroll was approximately twenty million dollars. During 1919 more than 94,000 Canadian motor vehicles were manufactured and it is safe to say this figure will be increased for 1920 by nearly 35 per cent., despite the situation regarding raw materials. The latest registration figures indicate that there are now close to 350,000 motor vehicles in operation in the Dominion.

Some Interesting Statistics

An analysis of statistics shows that one out of every 23 persons in Canada is the owner of a motor car. Taking into consideration the fact that cars cost on the Canadian market approximately seventy per cent. more than they do in the States, owing to the various taxes, exchange rate, etc., the motorization of Canada is more remarkable than that of the United States. At the present time Canada ranks second in the countries of the world in car population and is also second in the total number of cars on a basis of population, while in point of investment per capita, Canada leads the world.

The latest available reports indicate that at the time there were approximately 1,600 automobile dealers and distributors in Canada, 2,264 garages and service stations and 500 automotive

equipment and accessory jobbers and dealers. It is rather a surprise to note that there are fifty-three tire manufacturers in Canada. The number of hardware dealers handling automobile accessories is increasing and with the prospects offered for the coming season it is altogether probable that many more will be numbered among them before this summer is over.

With the first good motoring weather the rush for auto accessories is generally heaviest. It is therefore well for the dealer to attempt to spread this rush over a period; this can be done by making suggestions to the customer that it is time for them to take stock of their requirements before starting the season. The importance of this is realized by some dealers who in the early part of the spring season send out circulars to their trade advising that better service can be given if buying is done early and indicating that stocks soon become depleted once the rush commences. Lubricating grease and engine oil are two very necessary requirements for the motorist, even if his car does not require any new parts or accessories. The sale of tools with which to do the overhauling is also a substantial part of the accessory department and the suggestion that the automobile owner can save much time and energy by a small expenditure on a few handy tools oftentimes is appreciated and it brings business.

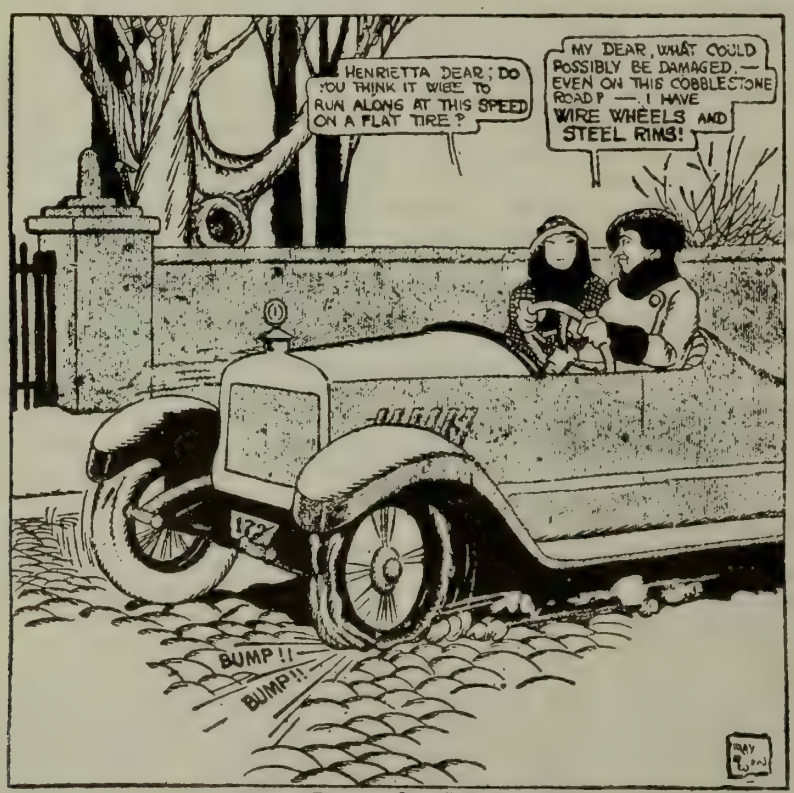
The use of circular letters has been proved very satisfactory from the standpoint of results, and it enables the hardware dealer to keep in close touch with his customers. This has several advantages, one being that the customer is then not so inclined to feel that he should buy his accessories at any place he happens to stop, but should patronize his regular dealer, and the second advantage being that advice of likely price changes can be given in advance. Warnings can also be made the basis for circular letters where some new law has been put into effect or as regard to danger points on the car such as brake linings wearing out, etc.

CANADA A LEADER IN WORLD'S CARS

Canada is the second motorized nation in the world. With an estimated population of 8,835,000 people, there is a motor vehicle for every twenty-six persons in this country. In the United States the proportion is one car for every twenty inhabitants.

In European countries there is a preponderance of motorcycles, and by taking into account only passenger cars and commercial trucks owned in the principal nations of the world, the following list shows the ratio of motor vehicles by population in each country:

United States, per capita....	20
Canada, per capita	26
England, per capita	268
France, per capita	402
Germany, per capita.....	684
Italy, per capita	1,000
Austria, per capita	2,700
Russia, per capita	5,300



Boy, Page the Mechanic

—Philadelphia "Ledger."

Strike Troubles Hamper Canadian Deliveries

No little difficulty is being experienced in Canadian trade and manufacturing circles as a result of the railway men's strike in the United States. Added to the longshoremen troubles which are manifest in Atlantic Coast ports, the Canadian trade is confronted with the prospect of delay being added to delay until even a more or less protracted delivery is manifest in manufactured products.

Paint Materials Short

At the moment paint manufacturers are confronted with anxiety regarding delivery of raw materials which have been "rolling" from Southern points. With the breaking out of labor troubles shipments have been held back, and cars are sidetracked. These supplies are required to come forward uninterruptedly, and especially so as it has been neither possible, in some instances, nor desirable where possible, to lay in excessive stocks of given commodities.

In speaking with a large crusher of flaxseed he stated to HARDWARE AND METAL that while they were "covered" on seed, the same was tied up in New York, or perhaps somewhere else. It is not moving, nor can it move while the strike is on. Not only so, but with the whole transportation of freight shipments disorganized by the somewhat unexpected action of the striking men, it will take longer, in this informant's opinion, to straighten the difficulties out than is represented in the number of days during which the men have been idle.

Another importer of turpentine had this to say: "The situation could not be worse. The strike of longshoremen is severe, and nothing is moving. We have nothing to sell, and as the situation is the same at all Atlantic ports we cannot expect relief. We were advised a few days ago that we might get shipments by rail; now there is an embargo against such shipments. The same applies to rosin, we can get none."

Just at the beginning of the soring activity, this strike is most untimely.

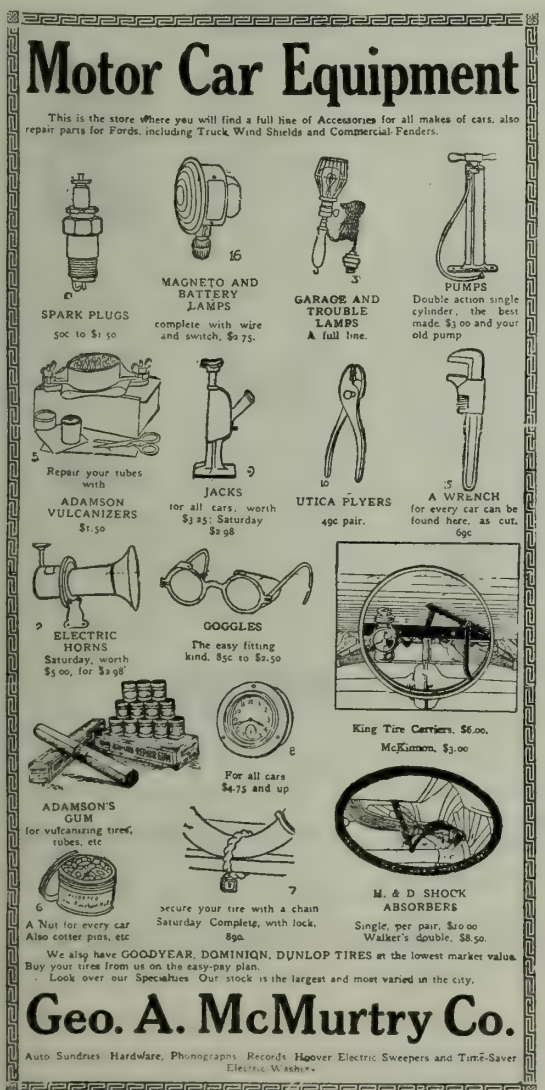
ANOTHER POSSIBLE INCREASE IN BUILDING MATERIALS

In addition to many heavy increases that have been made on all kinds of building materials it is now probable that higher costs for expert services may apply for engineer's charges on large structural building work. HARDWARE AND METAL understands that this matter has been under consideration by the structural engineers, and while no decision was arrived at, at a recent meeting held in Montreal of the Dominion Council of the Canadian Engineering Institute, it is felt that increased rates should be considered. This would naturally have an effect upon the costs of various large buildings which might be erected.

Time to Advertise Accessories

Window Displays and Local Advertisements of Automobile Accessories Now Timely—Cool Weather Lines Seasonable—Some Ad. Suggestions From Other Hardwaremen

THE spring motoring season is opening up and now is a good time for the hardware merchant to be planning window displays and advertisements on automobile accessory lines. The customer is now in a receptive mood for suggestions and as he can be influenced more through the eye than in any other way, window displays and advertisements are the two



most influential factors the dealer has at his disposal.

As the weather is still cool it may be advisable to feature accessory lines which give comfort. These would include such lines as robes, gloves, warmers, etc.

The suggestion has been offered by one dealer that window displays should correspond with newspaper advertising. By following this plan it is very likely that the effect of either the windows or the advertisements will be increased, for the public will have their attention directed to the windows by the ads. and vice versa. Small counter or shelf cards might also be used to remind the customer that now is the time to take care of his accessory requirements before stocks become depleted.

Some Suggestions for Ads.

To give some idea of how to set up an attractive advertisement on motor accessories, a number of them are reproduced herewith. It will be noted that in each of these advertisements

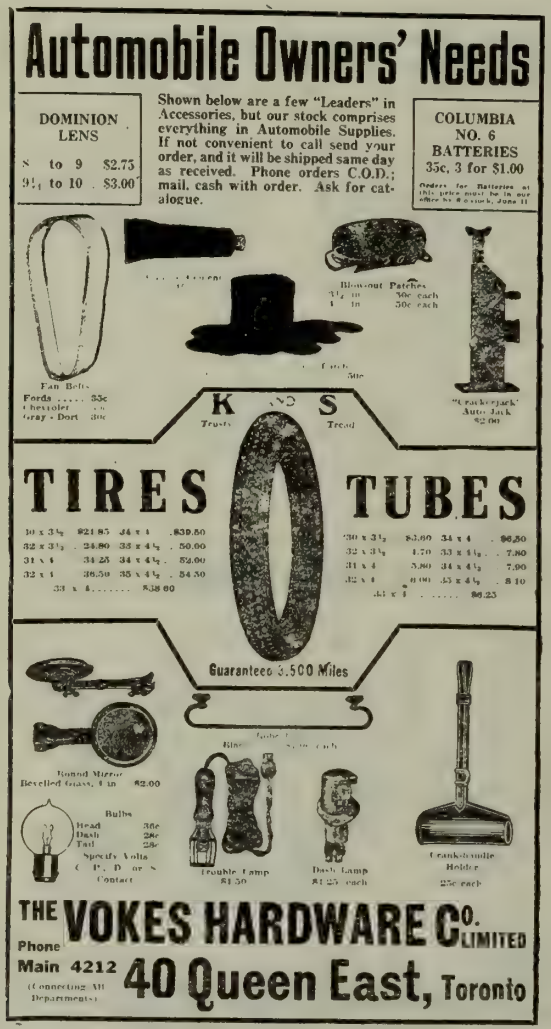
the fullest use has been made of illustrations. This is one of the secrets of good advertising of any kind, and particularly of automobile accessory ads. You have a better chance of selling an accessory article if it appeals to a customer through his having seen it or a reproduction of it, than by telling him about its advantages. These are good samples of how leading hardware stores are advertising accessories:

In the G. A. McMurtry Co. ad. there is a prominent headline "Motor Car Equipment," following which there is a sentence as follows: "This is the store where you will find a full line of accessories for all makes of cars, also repair

parts of Fords, including truck windshields and commercial fenders." The latter articles are much in demand, but are not carried generally in an accessory stock, hence their mention. It will be noted that the price and short description of each article appears under the illustrations.

Prompt Shipments on 'Phone or Mail Orders

The accessory advertisement by the Vokes Hardware Co., Toronto, is headed "Automobile Owners' Needs." The next paragraph is also important as an introduction to the ad., stating: "Shown below are a few 'Leaders' in accessories, but our stock comprises everything in automobile supplies. If not convenient to call, send



your order and it will be shipped same day as received. 'Phone orders C.O.D., mail, cash with order. Ask for catalog." This paragraph offers a service to customers of almost every class and makes the appeal very direct. The fullest use is made of illustrations, prices and short descriptive matter in this ad.

"The Best Costs Less"

The ad. by J. H. Ashdown Hardware Co., Winnipeg, also opens with a prominent statement of what it concerns, being followed with a statement that theirs is the most complete stock of auto supplies in that city: "Everything for your car or cars is here, and it's up-to-date. Even the most particular motorist will find the greatest satisfaction by shopping at Ashdown's. Tell us your car troubles and we will produce the proper remedies at the lowest cost to you. Our firm belief is that the best costs less." It will be noted that a number of illustrations of lines not commonly found in the accessory department appear.

Some Cool Weather Suggestions

The ad. by Cowan's Hardware, London, Ont., may seem a little late as the winter season is practically over. However, the cool weather is still with us and cool evenings will be experienced for some weeks yet, and a number of these lines advertised are seasonable at this time. It is a little late for radiator freeze-proof liquids, but batteries, to start the car on cool mornings, heaters and warmers for comfort from the chilly atmosphere, chains for the wet roads and running board mats for the sloppy weather are lines which are particularly seasonable, and the trade may take some good suggestions for pushing such lines from the advertisements reproduced herewith.

Fundamentals of Business Finance

What Money Should Cost—Relation Between Par Value and Worth—Precautions for Small Concerns

By WALTER H. COTTINGHAM,
President Sherwin-Williams Company

MONEY is merely a commodity and it is not so much what you can afford to pay for its use as what you have to pay. What you expect to make out of the money gives an easy guide as to what you can afford to pay.

That sounds like quick and comprehensive dismissing of the whole subject of finance in so far as the worth of money is concerned. I have heard the formula given many times with facile assurance. It is a favorite speech of the money shark. Following it, has, I think, brought about more bankruptcies than any other single cause. For it expresses a dangerous half-truth. It is responsible for people starting in business with a heavy load of interest charges that presently become a crushing weight. It is responsible for borrowing money at ruinous rates to carry through a contract which at the time of taking seems able to support the burden—and the interest eats up all the profit.

It is responsible for men giving chattel and other mortgages with monthly interest charges that, visualized on a yearly basis, would quickly show them that they were paying for money alone more than they could legitimately expect to earn out of the whole business.

When Borrowing Only Complicates Troubles

There are emergencies when large sums can be paid for the temporary use of money. But for one such real emergency there are a thousand supposed emergencies in which the money borrowed will not meet, but only postpones the crisis. And then the final failure will be all the more disastrous.

The unfortunate part of attempting anything in the way of a general denial that money can ever be considered solely as a commodity is that sometimes it can be so considered.

In any business where the manufacturing and the selling phases are comparatively unimportant, as compared with the raw material, then that raw material, as for instance in cotton manufacturing, is carried on borrowed money. That is the cheapest way to conduct such a business. The money has to be borrowed at the market and paid for at the market rate, unless the borrower happens to have luck.

The money is loaned on the character of the owner, but it is expected that he will use it only to buy and fabricate raw materials that will readily be sold and turned into cash. Throughout such trades, borrowing is universal, and the cost of the money is, as recognized a factor as, say, the cost of the raw cotton. Money is then almost a commodity.

Always, in short-time borrowing, you can afford to pay for it only that sum which, added into the price of the goods or services that the money will purchase, will not make either the price of the finished goods too high to sell or so cut into the margin of profit that it will be inadequate. Every penny of this money has to go around the circle of business and return to its starting point. If you pay a high discount and your competitor uses his own money, then you are at a very considerable disadvantage. It is the small and not the large business that is likely to pay too much for its money, because the small business—having only local facilities—may be forced to resort to the personal money lender or to one of those agents who seem able to open the money boxes of certain banks upon the payment of a sufficient commission. And again the small man frequently does not seem to appreciate the necessity of getting money into his business before it is needed and leaves his financing until the funds are urgently required. Then he has no time to look around or see what best he might do.

No money is raised "easily"—it has to be bargained for. But I think a part of the smaller man's difficulty may be traced to two reasons. The first is a lack of planning ahead and of a consequent scheduling of money requirements for at least several years in advance. This carelessness naturally results in a panicky getting of money only when it is urgently needed. The second difficulty is in analogy: because he has not planned, the owner has no clear comprehension of just what he can afford to pay for money, and is likely to insist upon too low a price until he finds himself "up against it." Then he pays too high a price—if he gets the money at all.

This matter of money is to-day in the fore with practically every business man. The high prices of materials and the high prices of labor have made it necessary to use more money in the conduct of business than at any previous time. Because profits are also high or at least the aggregate total of the profits is large, the initial disposition is to hope that somehow the profits will be great enough to take care of the increasing demands for working capital and plant extension. In nearly every instance this hope fails of realization.

However large the gross profits, the average man is to-day extremely lucky if he can preserve even a normal percentage of profit.

This percentage of profit will not commonly result in a sufficient surplus for reinvestment in the business to meet the growing capital needs.

It is dangerous to dodge the exposition of capital requirements and to imagine that the shortage of money is but temporary and can be tided over by borrowing. This course will inevitably lead to a confusion between legitimate short time borrowing for the purchase of materials, supplies, and the like, and illegitimate borrowing for capital requirements. Money for fixed or working capital is not a commodity, but a tool.

But when one sets out to get additional money, one is immediately confronted with the fact that it is not to be had unless a round price be paid for it. The wages of money are high, just as are all other wages; with gilt-edged bonds selling between 80 and 90 and yielding up to 7 per cent. or 8 per cent., the ordinary merchant or manufacturer cannot expect to go into the market and get money for less than those concerns which have enormous resources and long records of profits back of them.

Curiously enough, here again it is that the business man of comparatively small resources and without familiarity with finance frequently stands in his own way by imagining that a discount is an evidence of financial insecurity and hence bitterly resents offering any type of security at less than par.

The man without experience in finance will have no hesitation in indignantly insisting that any stock he issues must be bought at par regardless of the fact that many of the soundest stocks in the country sell considerably below par. Almost every day one comes across the man who declares that he is not going to be held up, that anything he stands behind is worth 100 cents on the dollar, and that it would be a confession of near-insolvency if he disposed of promises to pay issued by him at less than their face value.

What is the Relation Between Par Value and Worth?

There is even a fairly widespread delusion that the value stamped upon the face of a stock or a bond is, or should

be, the worth of that particular piece of paper. As a matter of fact the par value, as every one of experience knows, has nothing to do with the actual market value. When we issue a security of fixed return as a 6 per cent. bond or a 7 per cent. cumulative preferred stock, what we really offer for sale is the right to receive $6 or $7 a year as the case may be, with the additional right to receive in certain eventualities, instead of the yearly income the flat sum engraved upon the bond or certificate.

In some states the laws and everywhere the banking custom decree that the physical property behind the bond or preferred stock issues should be reasonably worth considerably more than the face or par value of the issues on the theory that tangible property is the thing—is the security. And so it was years ago when concerns were small. But the really big asset of to-day is the good-will—an asset which those of us who are very conservative wrongly hesitate to put upon our statements of condition.

The character and skill of management alone make the inert property of value, and it is the power to earn money and pay the charges that is of moment and not the dividend in bankruptcy. No one would think of investing in a bond only to realize its face value on foreclosure, nor of buying a stock on the chance that when the company wound up he would get more than he paid. There is a real difference between investment and junk dealing.

The only excuse for a corporate offering of bonds or stocks is the ability to pay an income on the paper offered. These are not the strictly legal delineations of bonds and stock, but they are convenient definitions or points of view for the man who is financing. It is easier to grasp what the sale of securities means when we think of selling a certain annual payment rather than a share in the corporation, for then we realize that we are competing on a price basis with others who offer investors incomes.

Thus the procedure is taken out of the discount class and put into that of investment. Considered on this basis we can arrive at an idea of how much we can afford to pay for money. A rule might be phrased somewhat in this fashion: The amount that can be paid is the comparison between the annual charge put upon the business by the new money and the additional increase which the new money will provide by furnishing additional facilities.

Working out this rule not only sends us at once to the examination of our present statement of condition and statement of operations—more particularly the statement of operations—but also compels us to look ahead to see what business we may reasonably expect to do in the future. Then we find that instead of working forward from a plant of a certain capacity to a market we must work back from the market to the plant. This would seem self-evident were it not that the country is dotted with idle plants that are losing money because they were built before the sales capacity was known. They were financed on output instead of as they should have been—on sales.

It is the sales that determine the plant capacity and the amount of money required, and it is my view that no financing can be intelligent unless first a definite sales plan is formulated and carried through. I look at a plant or a store in its relation to its ability to fill the demands of the selling force and not as a means of providing something to sell. It is the sales that determine the size of the plant. That is the plan we have carried out with our own company.

The price of labor and of material and the cost of selling all have increased to such a degree that we found it impossible to preserve the same percentage of profit that we had when it cost less to do business. All of our raw materials, even though we produce them ourselves, cost more than ever before because of the increased charges for labor and transportation. It costs more to manufacture these materials, it costs more to transport them, and everyone knows how enormously the expenses of salesmen have risen.

At the beginning of 1918 I determined in spite of the fact that business prospects were then none too good to set a sales mark of $1,000,000 gain each month for 1918 and to make our plans for the year on that basis. Increased sales of that size would cause such a rapid rate of turnover that we could make a larger gross profit with less than our usual percentage of profit per dollar. It is my belief that when business seems to be dull is the time to make a mighty drive for high sales.

Back in 1907, when the panic had gripped the country, I bet a suit of clothing withone of our directors at the Chicago convention that the company would sell more in 1908 than it had in ing with one of our directors at the moment the business of the country was flat on its back. So confident was the director that he wanted to add an overcoat. I lost the bet, but I lost it by only 1-10 of 1 per cent.!

To start a drive with the conditions as they were in January, 1918, seemed to be flying in the face of Providence. Perhaps it was. In such times I believe in flying in the face of Providence rather than into the cyclone cellar. For the first few months our men did not hit the quota; but by June they were going a quarter of a million over the quota. Now, similarly, I have planned gradually increasing sales for some five years ahead—and when I say planned, I mean that unless everything that we now think we know turns out to be wrong we are going to get those sales. I believe in drives. I believe in setting marks and forcing forward to those marks with every possible known effort, and also I believe that the concern that does not press itself forward by planned effort must go back. I do not believe in lounging about and saying, "I guess this will be a good year," or "I guess this will be a bad year."

There is always someone who wants to buy and enough of those someones can always be found. In 1907 when the railroads and the big corporations could not buy paint we made a drive for the smalled consumers, even for individuals, with the argument that then, in the general dullness, was a good time to do their painting. On that line we pulled ourselves out of a possible hole.

The first step in finance is to plan sales. Steadily increasing sales on a pre-arranged plan will require a steadily increasing productive capacity for a plant and will require a steadily incheasing amount of money. These calculations will show how much of a charge can be carried for the new money—that is, whether the sales can be increased to such a figure and consequently the plant output increased to such a figure as properly to distribute the money charge so that the finished goods can be sold at a reasonable profit.

The amount that can be paid thus depends on circumstances and each man will have to work out a rule for himself, but the figure is not difficult to arrive at if to-day's costs are known and to-morrow's costs are planned.

And, of course, anyone who has not taken the trouble thoroughly to acquaint himself with the costs of his business is not justified in asking an outsider to place money with him.

There are several ways of borrowing money. Bank credit, as I have already said, has nothing to do with the permanent financial requirements; it is in a sense a commodity credit. The two leading ways of getting new money into a business are through the issuance of bonds secured by mortgage and the issuance of preferred or common stock.

Take bonds: when money rates were lower, this was a favorite mode of financing. The money was cheap, the amount to be paid was fixed, and no new stockholders were created to interfere with the management of the concern.

But the interest upon bonds must be paid whether or not it is earned. It is a continuing charge like the rent of a property and must be distributed into the cost of the goods.

This tends to give a higher production cost than that of a competitor who does not have to include mortgage interests in his factory overhead. This interest is properly charged into the cost of production because unless it be regularly paid, production cannot continue; the holders of the bonds will step in through their trustee and foreclose on the mortgage.

But money rates have made industrial bond issues very expensive. Unless bonds at 6 per cent. can be sold above 90 —and to-day they cannot be sold at any

such price; the average industrial concern will be lucky to dispose of 6 per ceit. bonds between 85 and 90—it is in my personal opinion a dangerous way of getting new money unless the amount borrowed is very small.

I would personally say, roughly, that an industrial concern is not justified in borrowing on bonds unless it cannot with the utmost conservation figure out a year in which the bond interest could not be met. A transportation company or a public service corporation can make such a calculation, but very few industrial concerns can, in good conscience, do so—and especially if the amount raised is at all large.

A public utility has some income, whatever the times, for, of course, people must live—but an industry can be shut down and its income cease. In addition to the interest burden is the ordinary sinking fund requirement which stands on a footing equal with that of the interest payments.

If a concern has a reputation it may sell its common stock, but that involves the danger of losing the voting control—that is, of losing the management which makes the stock worth while. Or again, a non-voting class of common stock may be issued by those corporations with a long record of large profits, but in my opinion the safest for the company and the most profitable for the investor is the preferred stock with a cumulative dividend and a sinking fund to retire it.

A corporation offering preferred stock and without funded indebtedness gives to the investor practically as high a security as a mortgage bond, and also it gives something that is really an additional security—the assurance that a disastrous year will not result in the break-up of the company through the foreclosure of a mortgage.

For no matter how prosperous has been a company, if it hits the rocks in a bad year and goes through a reorganization it will rarely again get on its feet.

The big point in preferred stock is that the money is not borrowed. The buyer of that stock comes in as a partner and he receives his dividend only if it is earned—no reasonably sane company will declare a dividend that threatens to cripple it financially. Therefore, the stock can be disposed of at a price attractive to the investor and at the same time the company will have the full opportunity to use the new money to make more money. The corporation does not borrow money—it admits limited partners.

A Precaution for Small Concerns

The small business does not raise additional funds easily. No money is raised "easily"—it has to be bargained for. But I think a part of the smaller man's difficulty may be traced to two reasons. The first is a lack of planning ahead and of a consequent scheduling of money requirements for at least several years in advance. This carelessness naturally results in a panicky getting of money only when it is urgently needed. The second difficulty is in analogy; because he has not planned, the owner has no clear comprehension of just what he can afford to pay for money, and is likely to insist upon too low a price until suddenly he finds himself "up against it." Then he pays too high a price—if he gets the money at all.

Planning both sales and money ahead gives a freedom that cannot otherwise be had. We, like most new companies, began with only a small capital; then when we needed more money we issued a preferred stock, and later we issued another series. Always the money had to be raised in what amounted to a makeshift way, for the money plans followed the sales plans instead of going hand in hand with them.

When we made a sales plan, the question at once arose, "Can we get the money to carry this through?" That fear of money hampered and constrained. The better plan is to take care of all reasonable future requirements at once.

If you need only a certain amount to-day, but know that you will need double that amount next year, do not issue stock only for to-day's amount; instead, authorize an issue that will meet the requirements for a long time ahead, and then offer for sale only that amount which is necessary for to-day. There is a slight additional expense in the authorization of the larger amount, but that expense will prove to be less than the added premium that one usually has to pay in order to get back previously issued stock that must be retired before a new issue is put out.

What you can afford to pay for money is thus not an abstract calculation, but is the result of a co-ordination of the sales and productive sides of the business.

West Needs as Much Paint as the East

Every Indication of Continued Big Demands From Western Canada for Paint and Varnish—Business is Sound

ON his return from a three weeks' tour of the Western Provinces, C. F. Kendall, sales manager McArthur, Irwin Limited, Montreal, stated to HARDWARE AND METAL that the conditions there are satisfactory from a business standpoint; in some respects decidedly so. There is, at present, an active request for manufactured products, and these are going into use right along, indicating that there will continue to be a demand as the season proceeds. "'The West needs as much paint as the East, as far as I can figure out," said Mr. Kendall, "and in British Columbia particularly, there will be a good demand for it.

"The exchange rates, as between the United States and Canada have worked, of course, to the advantage of the Canadian manufacturer, a considerable saving being possible to the buyer who purchases in Canada. This has been quite an important factor of late. Many manufacturers have carried stocks at Seattle, of course, and this made it easy for the B. C. trade to obtain their supplies quickly. Delivery is important, and this is an important matter with the buyer in the Far West."

Young Men to the Fore

"One of the things that greatly impressed me," continued Mr. Kendall, "was the fact that young men are managing and handling the big business concerns in the West. They are a fine type of fellows, and very progressive. They seek and seem to appreciate the advice of the older men, but these younger business men are the real heads of business concerns, and they get things done.

"Vancouver is a very progressive city, and there is much building already under way. They seem to be getting the material, and many fine warehouses are being built, as well as other buildings. Conditions in British Columbia, from a business standpoint, are good."

Getting the Money

One of the important considerations, in discussing business activity, is that, naturally, of credits. Asked as to the condition of collections in the West Mr. Kendall said that he had been well pleased with reports. "Collections are, I would say, above normal, notwithstanding the poor seasons that some of the centres have had to face. The Western business men is paying his bills promptly for the most part, and in this respect considerable change has come about. Where it used to be a case of poor crop, deferred payment, it is now quite different. The business man plans to finance differently and pays more promptly."

While Mr. Kendall was greatly impressed with the conditions and prospects in British Columbia, he was well pleased with the Prairie Province conditions, and everywhere there was a disposition to place business. An active season is in prospect.

NINETY CENTS AN HOUR ASKED BY FOUNDRY MEN

Some of the Montreal foundry workers are out for an increase of pay and want 90c an hour. HARDWARE AND METAL understands that the plants of Canada Car and Foundry and Steel Company of Canada are among those which are being asked for the new schedule.

EDITORIAL COMMENT

EDITORIAL NOTES

BERNARD BARUCH, who was chairman of the War Industries Board in the United States, declares that a decline in the cost of living is in sight, because the world is slowly but surely getting back to work. He argues for the old law of supply and demand to solve the problem and opposes price-fixing in peace times.

* * *

THE ENTRY lists for the Canadian Industries Exhibition, to be held in London, England, in June, will remain open but a few weeks longer. A large number of Canadian manufacturers have availed themselves of the privilege of displaying their products to British buyers for the purpose of developing overseas trade. Exhibitors who have secured space are already getting their shipments ready, preparatory to sending them to London.

CANADA'S IMPORTS EXCEEDING EXPORTS

WHILE it is good to note that Canada's exports for recent months are showing an increase over last year, figures for the month of February, just issued, indicate that our imports were also considerably higher. The actual figures show exports for February valued at $86,655,000 compared with $82,899,000 for February, 1919. Imports for the same period were $87,496,000 compared with $64,117,000 a year ago. For the eleven months ending with February our imports increased by $78,000,000 and our exports by $30,000,000.

Economists have figured out that one of the best ways for a nation to recoup its losses from such a catastrophe as the war is to produce staple commodities sufficient to provide for the needs of its people, and if possible to provide a little more so that the surplus can be shipped to other countries to even up importations of lines which are necessary and which can only be had by importing.

For the months immediately preceding February Canada had a favorable balance. It is significant that our imports equalling a billion dollars a year for nine million people is on the basis of $100 per capita. This condition is largely brought about by the extent of luxury buying by persons who take no thought for the financial stability of the country. Their action is piling up foreign debts, and with Europe fast getting on its own feet so that it will not need to rely so much on Canada for foodstuffs, we can ill-afford to so increase our unfavorable balance of trade with European and other foreign countries. The reverse is the necessary policy. Imports must be reduced and thrift and economy must be practised.

SWITCHMEN'S STRIKE WORSE THAN STEEL AND COAL STRIKES

NEARLY half the steel industry is at a standstill because of the railroad strike, according to the "Iron Age," and if the tie-up lasts for any length of time the shutdown of steel works and rolling mills will be nearly complete. This difficulty comes just at the time when car and fuel difficulties were being overcome and production was getting into a new record stride.

"Demoralized to a degree far beyond that brought about during either the steel and coal strikes of last fall, iron and steel operations virtually have been paralyzed by the first few days of the nation-wide strike of railroad switchmen," says the "Iron Trade Review." "No such threat of complete stagnation has been faced by the manufacturers in many years, if ever. Coming as a climax to the prolonged period of car and fuel shortages, the strike has caught the industry in a highly vulnerable position with raw material stocks at a low point and plant yards congested with unshipped product. Scarcely a ton of freight now is moving in and out of works yards, many mills and furnaces have been forced to suspend and others will follow quickly as supplies on hand are worked up or the limited storage space remaining is filled with finished tonnage. The loss of production promises to be large. Practically all producers have withdrawn as sellers and for the moment it may be said no iron and steel market exists."

VERY MUCH IN THE GAME

BRITISH trade figures for the year past show that British manufacturers are very, very much alive. The fact that both imports and exports reached new high levels show unmis-

takably that Britishers have been quick to take advantage of the new markets that are open. They are not only doing this, but they are going after more trade all the time, and the prediction is freely made that 1920 figures will far exceed anything that has been handled in the past. Even allowing for higher prices the huge figures of last year's import and export business show that Britain has not been letting any grass grow, and also that British firms got back from a war basis to an exporting basis in remarkably short time. So much is this the case that some nations which were dreaming of world markets are awakening to find out the markets they expected to get after the war are already supplied, and supplied by British goods.

CANADA'S TRADE INCREASES

AN increase of $103,926,832 in the grand total of Canadian trade for the eleven months of the fiscal year ending February 29, as compared with the same period last year, is shown by the monthly statement issued from the Customs Department. For the eleven months which ended on February 29 last, the total of Canadian trade, both imports and exports, was $2,110,540,504, while for the same period in 1919 it reached a total of $2,006,621,672. The increase in imports during the eleven months' period as compared with the previous year is $77,324,941, and in exports $29,987,794.

THE ONTARIO BUDGET

THE Ontario Provincial Budget presented by the new Provincial Treasurer indicates that the Drury Government does not plan to stint expenditure on the main objects of sound public policy. For the past fiscal year expenditures amounted to $21,464,574, including war tax receipts of $1,491,722. For this year the expenditure is estimated at $17,932,830. This figure is considerably less than the outlay for the past year, but it is significant that the estimated outlay for this year on education, agriculture, colonization and immigration and good roads is to be increased. Total receipts last year were $19,904,772, including revenue raised from war taxes of $2,085,497. This is revenue which is no longer available.

The estimated receipts for this year are $20,211,378. This includes nearly $600,000 more from the Hydro-Electric Commission than was received last year. Larger returns from other principal sources of revenue are also expected. These sources comprise lands, forests and mines, corporation tax, succession duties, etc. It is also noted that tax on racing is expected to yield $750,000. Other new sources of revenue foreshadowed in the budget are additional taxes on banks and insurance companies. A new policy is to be followed in dealing with timber licenses.

In summing up, the Treasurer pointed out that there had been a deficit of $1,564,000 last year and that this year he estimated receipts at $20,211,000 and expenditures at $17,932,000, which, if estimated approximately correct, will leave a favorable balance.

THE SWITCHMEN'S STRIKE

APART from a little freight congestion at border points the United States strike of railway switchmen has not been felt in Canada. However, it is gratifying to note that the authorities are taking firm steps to settle the difficulty, as great inconvenience could be caused at Canadian points in a very short time. Latest reports from Chicago, the centre of the trouble, indicate that freight is moving more freely and passenger trains are running on schedule. It is significant of the increasing value of the motor truck to note that every available truck in Detroit was pressed into service to help relieve the congestion at the border. Sarnia was perhaps the most unfortunate point on the Canadian side and industries in that city feared they would have to close if relief was not soon obtained. Fuel shortage was the difficulty. The United States Department of Justice made the unfortunate discovery that agents from Canada had some part in the uprising. It is a well-known fact that a number of radicals came into Canada at the time of the labor disturbances in the West during last summer and these probably turned their hands to a favorable opportunity when it appeared. Stringent measures are being taken by United States authorities and the effects of the strike will not likely be far-reaching.

TURNOVER TAX INCENTIVE FOR ECONOMY

Continued from page 56

"Staples and necessities of life are sold on small profits and large turnovers by all who handle them, whilst the expensive and unnecessary articles have a better margin for all, but do not often have the same quick turnover. Luxury lines are bought by consumers who can well afford to pay the tax.

"Merchants of necessities make a very slight net profit, depending on the quick turnover to give them their living expenses. Some of our own lines are actually handled at less than our expense sheet percentage. Usually the small necessities of life are retailed (and wholesaled, too) in small quantities, so small that it would be difficult to add this tax—leaving the merchants of small profits to pay a very large tax, proportionately to his income."

EVENTS IN THE TRADE

BUSINESS CHANGES

Maisonville, Que. — Sisco & Perkins have sold their hardware business to E. I. Daine.

Edmonton, Alta.—Fisher & Watson are opening a hardware and implement business in this city.

Tweed, Ont.—Tweed Hardware Company has moved hardware stock to a new store in the White Block.

Campbellford, Ontario. — Owen and Birmingham, hardware, have completed the removal of stock to new and larger premises on Bridge Street.

Kitchener, Ont.—A. W. Rankin, representing the Sterling Veneer Company of Grand Rapids, states that his firm will be opening a branch in this city very. soon.

Indian Head, Sask.—T. M. Howatt has purchased the business of the Pratt Hardware Company. Mr. Phil. Pratt, proprietor of the store, has retired to farming.

BUSINESS NOTES

Milton, Ont.—Geo. H. Dawson, hardware, suffered the loss of some cash and goods in a recent burglary.

Galt, Ont.—A by-law has been endorsed dealing with a loan of $20,000 to the Elliott and Whitehall Machine Tool Company for the erection of a new building.

Brampton, Ont.—The Messervey Batteries have excavations finished for a large factory to be completed during the early spring.

Norris Phillips, Toronto, has asked HARDWARE AND METAL to convey his thanks to the many friends in the trade who extended kindness during the recent illness of Mrs. Phillips.

OBITUARY

Sherbrooke, Que.—J. S. Mitchell, president J. S. Mitchell & Co., Ltd., is dead.

W. J. McMartin, president and general manager of the Winnipeg Ceiling and Roofing Company, Winnipeg, is dead, after a brief illness.

Ald. Harry Phelan, of Peterborough, formerly a prominent hardware merchant and one of the founders of the Peterborough Hardware Company, died recently in Peterborough from an attack of pneumonia.

Mr. Wm. D. White, secretary-treasurer of Whites, Limited, Collingwood, died last week. Mr. White was born in York County near Aurora, and was sixty-three years of age at the time of his death. He had been associated with Whites, Limited, for nineteen years.

Death of J. S. Mitchell

Sudden Death of Prominent Quebec Manufacturer

With startling suddenness came the death last week of J. S. Mitchell, of the firm of J. S. Mitchell and Company, Ltd., Sherbrooke, Quebec, Mr. Mitchell passing away in New York City on April 7.

Having gone to New York some days prior to his death, the late Mr. Mitchell was stricken with illness on the afternoon of his decease, and from the paralytic stroke which ensued, he succumbed the same evening. As a consequence of the brevity of this illness, the city of

LATE J. S. MITCHELL

Sherbrooke, as a unit, and most sections of the Eastern Townships, were decidedly shocked when the news reached there from New York. It was a comfort to the bereaved family that Mrs. Mitchell had accommpanied him on his trip, and there were also other relatives at his bedside at the time of his decease.

Long Time in Hardware Business

Mr. Mitchell was born at Ascot in the year 1852, and for upwards of forty years was closely associated with the hardware business. Graduating from Sherbrooke Academy he entered the employ of the late Mr. Lucke. In the year 1877 he became a partner with Mr. Lucke, the firm name at that time being changed to Lucke and Mitchell. At the time of Mr. Lucke's decease in 1894, the old firm then dissolving, the firm name was changed to that of J. S. Mitchell and Co., Ltd., under which name the business has been conducted since.

In addition to the development of his business as a retail hardware enterprise, the late Mr. Mitchell built up an extensive jobbing trade.

Besides his own private business interests, Mr. Mitchell was a director of the Canadian Bank of Commerce, and other business enterprises claimed his time and close interest. He had been a director of the Eastern Townships Bank before its absorption by the Bank of Commerce.

PERSONAL

Geo. T. Hancock, hardware merchant, of Port Hope, Ont., was in Toronto this week on business.

Mr. Z. A. Hall, of the Hall-Zryd Company, Hespeler, has returned home from a two months' business trip to England. Mr. Hall was successful in opening up some business connections abroad.,

T. H. Kilgore, for the past few years comptroller of Steel and Radiation, Ltd., was presented with a purse of gold by the office staff as a token of their esteem. Mr. Kilgore is severing his connection with the firm.

A. W. Lawrie, who has for several years been connected with the Simmons Hardware Co., St. Louis, as Canadian representative, has joined the sales staff of the Kennedy Hardware Co., Toronto, and will represent them in Western Ontario.

Ernest Bergeron, manager for the Ripley-Peck Hardware Company, of Windsor, Ont., was fired upon and shot through the head by provincial officers who mistook Bergeron for a whiskey-runner. He had considerable money on his person at the time and fearing a hold-up he increased the speed of his car, thereby drawing suspicion upon himself.

NEW BUSINESS

Kelowna.—W. W. Loane has commenced the hardware business. Mr. Loane is a hardware man of some years, having been with both wholesale and retail hardware firms in Vancouver and Eastern Canada.

MONTREAL PERSONALS

A. Birmingham, of John H. Graham Co., New York, was in Montreal this week.

A. C. Gibb, representing Alexander Gibb, Montreal, was in Ottawa this week.

J. H. Conover, Ontario manager of the Martin Senour Company, Ltd., was in Montreal this week for a day or two.

T. H. Jordan, vice-president A. C. Leslie and Co., Ltd., Montreal, was this week in Philadelphia and Atlantic City, accompanied by Mrs. Jordan.

FEES FOR ELECTRICAL DEALERS

South Vancouver, B.C.—A by-law has been submitted providing that every person following the trade of electrician in South Vancouver must pay a license fee of $5 for every six months provided that no person working for wages only and not employing others shall be liable to pay the fee.

The by-law has been introduced in response to a petition from local electricians who complained that while they were compelled to take out a trade license in Vancouver, if undertaking work there, city electricians were free to accept work in South Vancouver without a license.

EXTEND GUELPH STOVE WORKS

Guelph.—In connection with industrial development in Guelph this year the owners of the Guelph Stove Works have accepted plans for a large new addition to their Guelph foundry, the building to be erected this year. The extension will be 80 feet wide by 200 feet long. In addition the company plans to erect a new office building at a cost of $85,000. W. H. Burgess, general manager of the International Malleable Company, stated that this concern also had under contemplation plans for a new office building and shipping department. These will be housed in two separate buildings.

McARTHUR-IRWIN, LIMITED, REPRESENTED AT COAST

That they may better serve the Western Canada trade, and particularly that of British Columbia, McArthur-Irwin, Limited, Montreal, have appointed Farquhar & Gill of Vancouver as representatives for British Columbia. A full line of Crown Diamond paints, together with all manufactured specialties put out by the McArthur-Irwin Company, will be warehoused at Vancouver, and the British Columbia territory will be served by Farquhar & Gill from now forward as above outlined.

EDELMANN & CO. NEW FACTORY COMPLETED

Edelmann & Co., Chicago, have completed their new factory for the manufacture of Edelmann products. Addition of some brass fittings lines for automobiles will be made. A Canadian branch factory has been opened at Walkerville, Ont., and will be in use by May 1.

Deplore Loss of Canadian Trade

Says United States Policy is Short-Sighted—Have Not Shown Proper Consideration for Canadian Market

AN interesting viewpoint is expressed in the letter reproduced herewith as written by an American business man to the New York "Tribune." It deals with the effect of the exchange situation on the feelings of Canadian customers. The writer says:

"Sir,—True we have lived in peace with Canada for more than a century, but are we at present doing those things which will serve to cement friendship? There is no gainsaying the fact that there is much bitterness against the United States beyond our northern border.

"Doubtless much of the resentment against America from the Canadians is due to the fact they are forced, at present, to pay an extra fifteen or twenty cents exchange on every dollar's worth of goods bought in this country. They, accordingly, are buying as little as possible on the American market and are preparing to make heavier purchases in Europe. The rate of exchange cannot justly be put down as the fault of the United States. It is due mainly to economic unrest.

"The United States could do a good deal more than it has done to remedy the situation, however, and to encourage such a short-sighted policy for the benefit of the American exporter is not only wrong but opens the way for future retaliation and loss of trade.

"Say what we may, the American business man in the past has not shown proper consideration for the Canadian market, although it has been his third or fourth best customer. It was third last year, trailing Great Britain and France. Canada offers a far more attractive market, by virtue of the proximity, than Latin America.

"Last year we sold to Canada just twice as much as we sold to all of South America put together. Could not the Republican party devise some means by which to hold the Canadian trade which already is ours?"

HAMILTON NEWS

The return of winter to Hamilton affected hardware sales very largely. In most cases sales for the month are low. "March was the best month we had, even better than December," say Reeves Bros., who had unusually large sales of roofing and electric washers during March. Many retailers have been disappointed in their paint sales but expect with the advent of warmer weather to pick up during April.

James A. Traill, who less than a year ago located his hardware store at 230 Locke Street South, has found it necessary to build larger and more commodious premises. He expects to move to his new place of business and open on Saturday, April 24. The new store, which is at 208 Locke Street, is of modern construction and attractive. A big sale is planned for the opening.

S. T. Baillie, of Baillie Bros., Locke and Main Streets, looks for a tightening up within three months. Speaking to HARDWARE AND METAL, he expressed the opinion that the crest of high prices had been reached or would be within this time. He looked for the banks to be advising disposition of stocks before giving further credits.

Bicycle dealers in Hamilton are advertising a Bicycle Week to be held from May 1st to the 8th, with a big parade on the Wednesday of the last week. Posters, advertising the feature, are displayed in all dealers' windows. Prizes to the amount of $75 are being offered, with a special prize of $10 to anyone riding a bicycle and accosting the "Mystery Man," who will ride a wheel through the city during the week.

CANADIAN GENERAL ELECTRIC CO. PLAN NEW FACTORY

A new factory is planned by the Canadian General Electric Company to be erected at the corner of Wallace and Ward Avenues at West Toronto. The main building will be 70 feet by 390 feet and four storeys in height, with about 120,000 feet of floor space. It will be of mill construction and a modern manufacturing building in every respect. The estimated cost is from $250,000 to $300,000. In addition to the main building, there is to be built a one-storey glass furnace house, 52 feet by 175 feet.

STOVES AND METAL PRODUCTS STILL PROMISE TO RULE HIGH

The situation with regards to all metals used in the manufacture of stoves promises to be a strong one, and, in the words of the sales manager of a large Canadian manufacturing concern, "there will be no low prices this summer." Everything points, this informant stated to HARDWARE AND METAL, to a very high market all summer, and there is not a single indication of prices being lower, in fact the tendencies are strongly upward. Particularly is this the case with steel products, sheet steel for warming closets, and for the manufacture of inexpensive steel ranges being almost unobtainable.

HARDWARE ASSOCIATION OFFICIALS TO MEET IN TORONTO

A meeting of the executive of the Ontario Retail Hardware Association will be held in Toronto on Monday, April 19.

"Save the surface and you save all"
Paint & Varnish
If this suggestion looks good to you, let us tell you more about it.
Drop us a line and we'll reply by return, giving you particulars of the B-H proposition.
BRANDRAM-
MONTREAL, HALIFAX, St JOHN, TORONTO, WINNIPEG

"Save the surface and you save all" Paint & Varnish
On Land and Sea-
A B-H Product for Every Purpose
The dealer who carries the complete B-H line automatically puts himself in line for the largest paint orders in his district.
He knows that for every requirement of the painting trade he has a guaranteed product that will give the utmost satisfaction to the consumer and the maximum of profit to himself.
In addition to this he also knows that the extensive advertising which is regularly done by Brandram-Henderson Limited, will attract an ever-growing volume of business to his store — the right kind of business too —the kind that will eventually be the backbone of his trade.
HENDERSON
LIMITED
MEDICINE HAT, CALGARY, EDMONTON, VANCOUVER

THE CLERKS DEPARTMENT

Why is Average Paint Department at Rear of Store?

Because Many Clerks Realize Their Ignorance of the Goods — Clerk's Knowledge of Goods Represents His Salesmanship Ability

HOW often in establishing paint agencies has one been selected having the earmarks of an unusual success only to result into a very mediocre or poor account?

Frequently these connections have unusual locations, good windows, are believers in advertising, and are owned by live wires. Yet they fail to develop the volume of business which could be reasonably expected. So writes E. D. Peck in the "American Paint and Oil Dealer."

Ofttimes the manufacturer spends an unlimited amount of money in general advertising and likewise in local advertising features, the dealer uses space in his town paper and still the business remains dormant.

Is it, therefore, logical to conclude that a good location, correct store arrangement, attractive window displays, quality merchandise, aggressive advertising by both the manufacturer and dealer will absolutely insure a perfect and complete success?

On the other hand, isn't it true that only a few concerns develop any place near the quantity of paint business it is possible to obtain in their particular town?

This condition is the despair of many merchandising men. On the surface it seems quite evident that everything has been done, consistent with good business policy, to make these accounts successful.

Take a concrete example of two towns of the same population, and two dealers, one in each town, stocking the same line of merchandise and having equal locations. One of these dealers sells three carloads of paint products a year, and the other dealer, not twenty miles distant, sells $500 per year.

There is no apparent reason for this difference in volume. Both carry the same lines of merchandise, they receive the benefit of the same aggressive advertising matter, they have good locations, are live wires and earnest in their efforts to secure a substantial volume. Yet far different results are obtained.

It is quite evident from the above example, which is a common situation, that some one or two important factors have been overlooked by the dealer doing the smaller volume of business. Some inherent weakness exists which is not active in the organization of the better agency connection.

WHY is it that clerks at large seem so reluctant to talk paint to a prospective buyer? Why is it that the average clerk will sell white enamel without selling a good white undercoat? Why is it that the average paint stock is placed in the back end of the store instead of the very front? The answer to these questions and innumerable others is "Realization of Ignorance" on the part of the clerks regarding the entire situation.

"The retail clerk, after all, has to talk upon a subject with which he is not familiar. On the other hand he does like to discuss matters with which he is familiar. Too many clerks who sell paint, are not able to discuss it.

Does not a careful diagnosis of the above case readily point out that the manufacturer, the retailer and the consumer have all been thoroughly considered? Yet the one, and perhaps the most important factor of all, has been entirely overlooked, namely: The Clerk.

The manufacturer can spend any amount of money in advertising, the best quality of merchandise can be produced, the livest dealer in each town selected, and yet if the clerks in that store do not know how to sell the manufacturers' products, if the clerks recommend the wrong material, it is impossible for that retail organization to grow.

Great prominence in the past has been given to abstract merchandising ideas, and far too little consideration given to the man who actually comes in contact with the ultimate consumer.

Why is it that clerks at large seem so reluctant to talk paint to a prospective buyer? Why is it that the average clerk will sell white enamel without selling a good white undercoat to be used underneath? Why is it that the average paint stock is placed in the back end of the store instead of the very front? The answer to all these questions and innumerable others, is the "Realization of Ignorance" on the part of the clerks, regarding the entire paint situation.

The retail clerk is only a human being after all, and like all other humans hesitates to talk upon any subject with which he is not familiar. On the other hand he does like to discuss matters with which he is fully conversant, as he is then in a position to talk intelligently and achieve success by making sales.

Not very long ago the writer had the pleasure of visiting a merchant operating a paint and wall paper store in a medium size town. The conversation drifted upon the very subject matter at hand, and after a thorough and exhaustive discussion, this merchant summed the situation up in the following manner:

"This talk has rather taken the wind out of my sails. I have always figured that I was an unusual salesman, owing to the fact that my clerks regularly turned over to me every prospective paint buyer.

"However, after looking at it from this new angle, I am convinced that the only reason my clerks turned these prospective paint buyers over to me was because they felt a lack of confidence in their ability to bring the sale to a successful conclusion.

"I employ five clerks and instead of teaching them to do the selling in the paint department, I assumed the work of five, and undoubtedly lost many dollars that I would have had were my clerks intelligently posted in the paint department.

"These men dislike to talk paint simply because they did not know the paint business, but you can bet your bottom dollar that from now on they are going to be the ones making the sales."

This sizes the situation up completely, as an investigation of any success-

ful merchant's store, where a large volume of paint business is developed, will bring out the indisputable fact that the entire personnel of the organization has a complete and thorough knowledge of the various paint products.

They really want to and do talk paint simply because they know how. They can intelligently advise any consumer wishing to use paint, varnish, stain, enamel or any paint specialty.

When a consumer enters such a store and asks how a certain surface should be finished, he is given accurate and complete detailed information, not only regarding the best way to finish or refinish the surface, but likewise the correct quantity.

Peculiar as it may sound this lack of knowledge not only seems to exist with the clerks, but ofttimes with the proprietors.

The other day in talking with a large paint buyer, the question of paste wood filler arose.

With a view of determining how far this lack of knowledge went, this dealer was asked: "How many square feet will a pound of paste wood filler cover?" The merchant thought a while and finally said: "Why, I don't exactly remember."

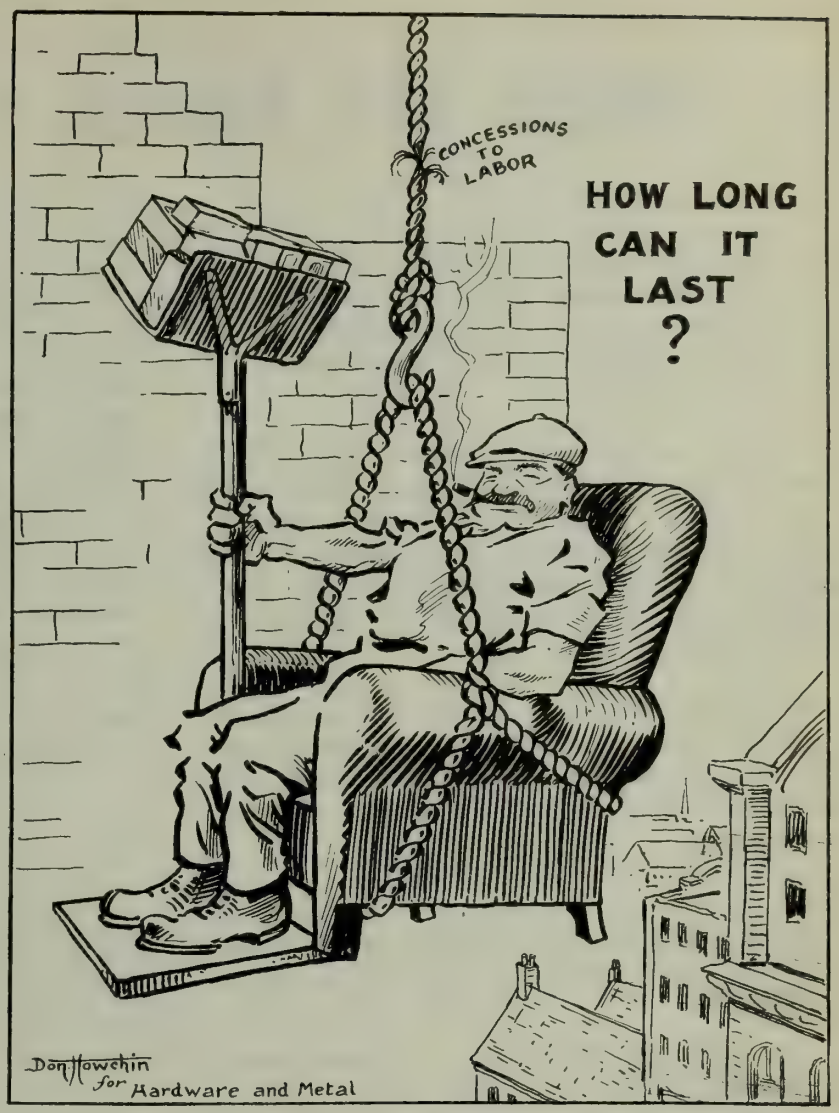
With this condition staring us in the face is it not reasonable to assume that the correct way to build up an agency connection is from the inside out, rather than from the outside in. In other words, "First teach the dealer and his entire organization the how, why and wherefore of the paint business" before asking them to use their time and effort to develop the business.

It is quite true that there are very few mediums which will give the retailer and his employees the necessary paint information. However, there are some trade journals, which if read carefully each succeeding issue will give any organization a vast amount of general paint information.

Then if this is backed up by intensive and intelligent work on the part of the salesman handling the account, each time that town is visited rapid development can be accomplished and knowledge implanted worth its weight in gold.

If instead of racing up to the dealer's door and saying to the merchant: "What have you on your books for me to-day?" the paint salesman would notify that dealer several days in advance of his coming that he would be there on a certain day, and suggest to the merchant that the proper notation be made of various prospects for him to call upon when in that town, it would have a tendency to make the merchant look around and see what could be accomplished and thereby, on account of visualizing the possibilities, put him and his organization on their toes.

If the salesman would back that work up by really going out and calling upon these prospective purchasers with the dealer or one of his clerks, many sales would be made which would otherwise go by the board. The salesman could at the same time take up and talk over with the dealer or his clerks each line, bringing out the method of manufacture, why it was produced and how it should be applied.



In this way the dealer and his clerks would gradually become familiar with the manufacturer's selling points, confidence in ability would be established, enthusiasm developed and sales created. In a comparatively short time a retail organization handled in this manner will grow from a small or mediocre account to one of unquestionable volume.

When you get right down to it, the retail merchant has a perfect right to demand such service from the manufacturer. He certainly fulfills his obligation by renting a good store, putting in his money and doing everything possible based upon his general information to develop business.

It is up to the manufacturers and their organizations to assume the function of educating the dealer and his clerks, to the manufacturer's talking points, standards of quality and correct methods of application, thereby placing the retailer in a perfect position to pass this information on to the consuming public.

It must always be remembered that a paint agency to be worth while is a 50-50 deal. All parties must give as well as take. And in giving don't overlook the fact that the greatest of all gifts is that of knowledge and that one person most in need of this information is the retail clerk.

CLERKS HAVE INTEREST IN CIVIC ELECTIONS

St. John N.B.—A novel and interesting step was taken at a recent meeting of the St. John Hardware Clerks' Association, showing their keen interest in civic affairs. After their regular quarterly meeting the gathering was open to members of the Clerks' Association, representative of clerks from all branches of business.

An invitation had been extended to the ten candidates for the offices of mayor and commissioners for the city of St. John to address the meeting, and the majority of the candidates attended, giving ten-minute speeches.

Shall We Divide Canada?

IN 1867 our fathers consummated at great price a union of all the provinces and interest of Canada. For over half a century the provinces of Canada have developed together, each the complement of the other.

Canada must be bound together as it is to-day, not so much by the machinery of government as by ideas held in common by all and freely exchanged, so that all sections sympathize with each other. This result has been accomplished primarily by the press, particularly the weekly and monthly periodicals and business papers.

They have no local or sectional bias. They go to all parts of the Dominion. They serve all parts alike. Their service is in bringing all provinces close together into one great nation through one common understanding.

Canada must not be split into a half-dozen sections—weak with the evils of sectionalism, disastrous in the extreme—overflowing with narrow provincialism.

Emanating from we know not whither, comes an idea that will rip asunder all the good done in over half a century of patient building.

It is proposed to tax the very thing that has bound Canada into one—to place on the nation-binding press a zone postal tax which would increase the postal charge upon national periodicals as high as 800 per cent. It means loss to you personally and a loss to your country. It will weaken, cripple and in some cases destroy Canadian national periodicals. You will be deprived of papers that have kept you informed on your country's problems, your business problems, that have helped you in your work, and such magazines as do survive will cost you much more.

The publishers are not trying to evade fair taxation. They will gladly accept any fair tax upon their profits.

But is it fair that you should be taxed out of getting journals, papers and magazines that have helped you build your business and in turn built the business of the country?

If you believe in national ideals and national periodicals, sign attached form.

Tear off and mail to-day

HARDWARE AND METAL,
153 University Ave., Toronto, Canada.

I am opposed to any zone postal law which would mean charging higher subscription rates to subscribers, according to distance from office of publication.

Name .....

Address .....

Insecticide Shortage is Probable

England and United States Short of Supplies—Canada Asked to Fill Orders—Price Advance Probable

DIFFICULTIES have arisen with regard to supplies of raw material entering into the manufacture of insecticides. The situation, for some time somewhat serious, has taken on more or less of an acute phase, and HARDWARE AND METAL is informed by a Canadian manufacturer that some countries are sold out, with the result that demand is being made on the Canadian producer for stocks.

"We are now quoting them by cable in England," said Royal Cluxton, manager of the Canada Paint Company, Ltd., Montreal, in speaking with HARDWARE AND METAL. "They are entirely out of arsenic there for making insecticides, and large makers in the United States, too, are sold out. The situation is becoming critical, costs are soaring, and orders are still coming in, in fact they are increasing.

May Have to Advance

"While we just made an advance of 5 cents a pound for paris green," continued Mr. Cluxton, "the price may have to be advanced again, for raw materials are higher. Some supplies are still on hand but these may be exhausted before very long, and if it is necessary to replace raw materials now on hand with higher-priced ones, prices will have to be marked up."

The demands this year have been very heavy. Education has served to indicate how necessary it is to use insecticides if crops are to be reaped, and the farmer, the orchardist, and the back-lotter, even, have come to appreciate the need and beenfit of spraying. These increased demands have taxed the capacity of the manufacturer, and supplies seem to be no more than adequate, even though there were big increases this year in manufactured supplies. There may, indeed, as already pointed out, be a shortage.

MEAFORD FACTORY TAKEN OVER

Meaford, Ont.—The Meaford Steel Products, Ltd., recently organized, has taken over the business formerly carried on by the Meaford Wheelbarow Co. and the plant is now being fitted up. The new company is composed of Messrs. Jas. A. Brown and James Fox, London; J. S. Reynolds, Sault Ste. Marie; Dr. Cleland, Toronto; and E. S. Cleland, Meaford. It is intended to manufacture most of the lines made by the old company with some additions.

THOUSAND HOUSES FOR BORDER CITIES

Windsor.—One thousand homes of all sizes and prices will be erected in the border cities (Windsor, Walkerville, Sandwich and Ford City) this year according to plans being formulated by the border chamber of commerce, the city council and different manufacturers.

The actual cost will be about $5,000,000 of which Windsor will provide $2,000,000 for 500 houses, Walkerville $1,500,000 for 300 houses, Ford City $500,000 for 100 houses, and Ojibway $500,000 for 100 houses.

HARDWARE ASSOCIATION DISCUSSES WHARFAGE

Montreal, Que.—Negotiations are proceeding between the sub-committee, representing the Board of Trade, the Chambre de Commerce, the railways and other shipping interests, and the Harbor Board, with regard to the proposed increases in wharfage rates.

A meeting of the Metal and Hardware Association of the Board of Trade was called to consider recommendations to be submitted to the Harbor Board with regard to the classifications of iron and steel manufacturers in the new schedule of wharfage rates. The meeting was presided over by Mr. A. Prud'homme, president of the association, with a large attendance. A long discussion took place with regard to the proposed increases, and a number of alterations in the proposed schedules were formulated for presentation to the joint committee now considering the schedules.

Hardware Letter Box

Asbestos Air Cell Covering

Dresden Hardware Co., Dresden, Ont.—Please inform us who makes Asbestos Air Cell Covering?

The Canadian Asbestos Co., Montreal, Quebec; H. W. Johns Manville Co., Toronto, Ont., make this.—Ed.

Electric Vacuum Cleaner

John E. Ford, Esq., Comber, Ontario. Can you advise us who sell the Hoosier Electric Vacuum Sweeper?

So far as we know there is no such a vacuum cleaner made as the Hoosier. There is, however, a make on the market called the "Hoover." This could be procured through Hoover Suction Sweeper Company of Canada, Limited, Hamilton, Ontario.—Ed.

Toy Tops

A. H. Selwyn, Limited, 8 Lawrence Lane Cheapside, London, E.C.2, Eng.—Can you advise us the names of Canadian manufacturers of a similar toy top to the Never-Stop?

Manufacturers of a somewhat similar toy top to the Never-Stop are The Thos. Davidson Mfg. Co., Ltd., Montreal; The Canadian Toys, Limited, Hamilton, Ont.—Ed.

Window Blinds

B. F. Morris Hardware Company, Limited, Leduc, Alta.—Can you advise us the names of manufacturers of window blinds?

Manufacturers of window blinds are as follows: The Hartshorn Stewart Co., Toronto; George H. Hees Son Co., Ltd., Toronto; Daly & Morin, Limited, Montreal, Que.; Western King Mfg. Co., Ltd, Winnipeg; The Fred G. Soper Company, Toronto; The Martel Stewart Western Ltd., Winnipeg.—Ed.

Wire Drawing Mills

J. N. Warminton & Company, 207 St. James St., Montreal, Que.—Can you advise us of the names of some wire drawing mills in Canada?

Wire Drawers in Canada are as follows: Steel Company of Canada, Ltd., Hamilton, Ont.; Canadian Tube and Iron Co., Ltd., Montreal, Que.; Dominion Iron and Steel Co., Ltd., Sydney, N.S.; B. Greening Wire Cloth Co., Ltd., Hamilton Ont.; Laidlaw Bale Tie Company, Hamilton, Ont.; Northern Bolt Screw & Wire Co., Owen Sound; Western Wire & Nail Company, London, Ont.; The Graham Nail Works, Toronto; Banwell Hoxie Wire Fence Co., Ltd., Hamilton, Ont., —Ed.

List of Stove Manufacturers

Dunbar & Ragan, Stettler, Alta.—Can you advise us where we can procure a book publishing a list of the different kinds and makes of stoves?

A book of this kind is published by The McClary Mfg. Company, London, Ont.—Ed.

English Steel Shovels

Messrs. Lacombe and Fils, Limited, Sherbrooke, Quebec.—Can you advise us the names of English manufacturers of steel shovels?

Steel shovels are manufactured by the following: William Park & Co., 63 Queen Victoria St., E.C.4, London, England; Stockton Heath, Forg., Warrington, England; Dudley Son & Company, Limited, 3 Cannon St., E.C.4, London, England; Eyre & Sons, Limited, Chesterfield, England.—Ed.

Aluminum Ware

J. G. Leggat, Esq., Horneypagne, Ontario—Can you advise us of the address of the Eveready Aluminum Ware?

So far as we know there is no such a brand as Eveready Aluminum Ware.

It may be that you have the name confused with Ware-Ever, this brand is made in Toronto by the Northern Aluminum Ware Mfg. Co., 158 Sterling Rd., Toronto, Ont.—Ed.

Laundry Machinery

Messrs. Hewitt & Black, Limited, Manyberries, Alta.—Can you advise us where we can procure laundry machinery?

Laundry Machinery can be procured from the following: Toronto Laundry Machinery Co., Toronto, Ont.; The Canadian Laundry Machinery Co., Sterling Rd., Toronto, Ontario; Gorman, Clancey & Grindley, Calgary, Alta.; A. R. Williams, Winnipeg, Manitoba; Myers Bros., Toronto, Ontario.—Ed.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ALL STEEL REFRIGERATOR

J. Samuels, Toronto, Ont., are placing on the market their new all steel refrigerator, which they claim is built for durability, and presents a neat appearance with its white porcelain enamelled-finish, inside and out. It has rigidity and is finished with apparent thought as to detail, such as the brass, nickel-plated hardware, the heavy steel ball bearing casters, etc.

The makers claim that they have overcome minor faults in domestic refrigeration and describe their new product as follows: The refrigerator is made with very few seams and these are double seamed and soldered (no riveting), thus preventing any possibility of rusting. They claim that the construction of the walls with their insulation of 2 layers of linofelt and the ¾-inch dead air space ensures the minimum loss of cold air. Added to this is the construction of the drip pipe and trap. The trap is situated on top of the drip pipe, acting in the dual capacity of a trap to catch dirt and to prevent warm air from coming in from outside. This trap and pipe, as well as the ice box, are easily removed for cleaning purposes.

The ice box is strongly built of heavy galvanized steel with iron rod reinforced edge and with a corrugated false bottom, which prevents the ice resting in the water.

The makers also claim that it is made of heavy, well-galvanized steel throughout, which is specially prepared before being enamelled. The construction is such as to make cleaning easy, much like a porcelain dish, no rough rivets or corners, but a smooth dish-like surface.

All Steel Refrigerator

ALUMINUM LEVEL AND HAWK

The Empire Level Manufacturing Co., Milwaukee, Wisconsin, are placing on the market their new aluminum hawk and also an adjustable aluminum level. The level is of the adjustable type and the makers claim it embodies new features, being practical for angular work as well as straight. They also state that the level and plumb vials are enclosed in dust-proof cases, which may be adjusted to any angle by loosening the screws on either side of the case.

The makers also state that the adjustable device makes it possible to level off

Aluminum Hawk

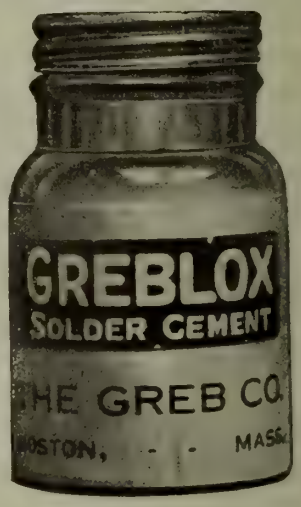
Aluminum Level

angles almost to a fraction, and by holding the tool in a true position and tightening the screw the level returns back to the usual stationary kind. No amount of jarring or rough handling can possibly jar the glass loose from its position, they state. Another feature, as pointed out by the makers, is the construction of the frame of the level, having reinforcing ribs of metal at points where they are necessary and at the same time eliminating unnecessary weight at the less vital sections. The systematic construction making the level light, yet strong enough to withstand hardships.

SOLDER CEMENT AND TIRE REMOVER

The Greb Co., Incorporated, 223 State street, Boston, Mass., are offering to the trade a new tire remover, as well as a preparation of solder cement.

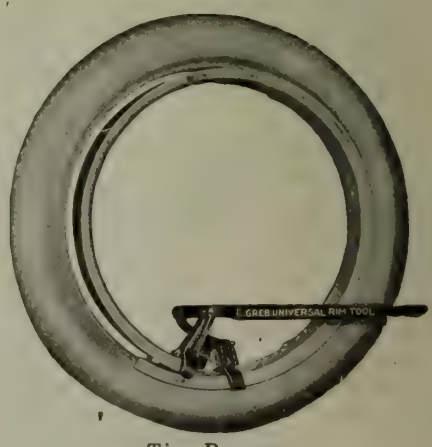
The makers claim that their solder cement, which goes under the trade name of "Greblox," will mend radiator and pipe leaks and also seal cracks and mend spark plugs, tears in upholstery and tops; also that it eliminates short circuits in starting and lighting systems, restricts headlight glare and windshield



Solder Cement

rattles, secures loosening nuts and screws. They also state that when thoroughly dry it is not affected by chemicals or water; it is fire-proof and a non-conductor of electricity and will securely hold metals, minerals, glass, cloth, wood and paper, etc.

The tire remover, the makers claim, will fit all makes and sizes of Cross-split rims, and is a great saving of labor and time, as well as being the means of preserving the rim, as the makers state that on striking the rim with a hammer to force it in or out, greater trouble is almost sure to come the next time on account of the battering and springing the rim is submitted to.



Tire Remover

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

IMPORTANT advances have been made on many hardware commodities this week and in many cases this is due to scarcity of raw material. Wrought iron and steel pipe prices have again advanced. Fencing prices are also higher. Other lines having higher prices are: Sash cord, cotton goods, including twine, candle wick, packing, rope, etc.; some lines of builders' hardware, furniture handles and knobs, cow ties, ash sifters, safety fuse, blasting powder, tire tape, zinc oilcloth binding, rubber cement, clothes line reels, pipe wrenches, wood chopping bowls, mirrors, electrical goods, padlocks, escutcheon pins, oil stoves and ovens, cant hooks, oil stove wicks, hose nozzles, wrought washers, shock absorbers, hose couplings, rubber cement, glass-cutting boards, tape lines, measuring sticks, lumber rules and gauges, sulphide, pliers and sledges.

The tie-up of freight on U.S.A. railroads is causing considerable inconvenience as many have heavy shipments tied up in transit. Especially is this true of sheets and plates. Very brisk business in all hardware lines is being transacted, despite the cold spell which set in. Spring lines continue to move freely, the business offered being very satisfying to all in the trade.

Prices on all commodities are firm and the scarcity of supplies has a tendency to cause high prices. Collections are very satisfactory.

MONTREAL MARKETS

MONTREAL, April 15—Many important changes are made this week in various hardware prices and advances are still the rule. Wire nails are increased 30 cents per keg to $5.80 and are very hard to obtain, some jobbers assert. Glass-cutting boards are marked up. Tape lines are revised to higher levels, and measuring sticks, lumber rules and gauges are higher. Cheap lock sets are higher and padlocks are on a new high basis—those of several makes at least. Some unhandled hammers, not already advanced previously, have been marked up this week, and also sledges. Side-cutting pliers are higher. Sulphide sheathing is higher again. Tire tape is on the highest price basis yet. Coal oil and gasoline are firm and both may advance. Stoves and wares are very firm and the markets may be higher ere long. Gas and water pipe is marked up about 3½ per cent. Cotton rope, twine and candle wick are higher. Ingot copper is expected to advance and some look for a little easier position on pig lead as soon as water routes are open. Some anticipate a little difficulty in getting shipments through from the States on account of the strikes there. Business is quite active.

Glass Boards Are On Higher Basis

Montreal.

GLASS CUTTING BOARDS. — Advanced prices are effective to the trade for "Perfection" glass cutting boards. Prices on leading sizes are: 24 x 36, $17.50; 30 x 38, $21.50; 36 x 54, $25.50; 42 x 60, $28.55; and 48 x 72, $38, all, each, f.o.b. Windsor, Ont.

New High Basis For Tape Lines

Montreal.

TAPE LINES.—Tapes of Lufkin manufacture are revised to a higher basis and a number of the leading lines are selling as follows: Number 10, per doz., $45; 103, $66.50; 360, $43; 263, $65; 265, $83; 266, $105; 550, $42.00; 553, $55.50; 555, $73.20; 556, $96; 1260, $42.50; 1263, $60; 1265, $82.50; and 1266, $108. These prices are net.

Measuring Sticks Now Costing More

Montreal.

MEASURING STICKS. — Various rules and other measuring tools are on a higher price basis. For No. 7122 yard sticks, $4.20 per dozen is being charged, and for No. 7422, $5.40.

Lumber gauges, No. 2-0 are priced at $7 per doz., while brass rules, No. 2, are $27, and No. 10, $32 per doz.

More Money Asked For Cheaper Locks

Montreal.

LOCKS AND KNOBS. — Jobbers' prices on door knobs of the low-priced variety are marked higher. Numbers 300, 301, 306, 307, 336 and 337 are all priced at $3.30 per doz.

LOCKS.—Rim locks of the No. 1516 variety are now priced at, per dozen, $3.75, while cheap inside sets, two-piece, are quoted at $9.25 doz., and in one-piece at $10.40.

Wrapping Twine Up Higher Escutcheon Pins

Montreal.

TWINE, PINS.—Prices for wrapping twine are sharply higher, the 3-ply, in balls, being quoted at 90c per lb., and the 4-ply at 95c. In cones, 3-ply is selling at 89c per lb.

Escutcheon pins, steel, are higher, with the discount 25 per cent. from list, while brass are still 5 per cent.

Side-Cutting Pliers Are Revised Upward

Montreal.

PLIERS.—A well-known make of pliers—standard side-cutting—No. 1050, are now being quoted to the hardware trade at higher prices, and these are: 4 inch, per doz., $16; 5 in., $17; 6 in., $18; 7 in., $22, and 8 in., $24.

Still Higher Prices On Sulphide Sheathing

Montreal.

SHEATHING.—It is but ten days or a couple of weeks since sulphide sheathing was advanced. A new high price has just been effected for this, the present quotation on Eddy's sulphide grade being $7.25 per cwt., in 3 and 6 foot widths.

Record High Prices Obtain on Tire Tape

Montreal.

TIRE TAPE.—New high prices are now quoted on tire tape, making present prices, it is asserted, fifty per cent. higher than they were in pre-war days. One ounce size is selling at 94c per lb., 2 oz. at 92c, and 8 oz. at 90c.

Advance Is Made For Wire Nails

Montreal.

NAILS.—The week's feature is that of an advance for wire nails totalling 30c per keg. The price has been $5.50 per keg for some time and an increase was made a few days ago to $5.75. Subsequently five cents was added to this price and the quotation, therefore, is now as above. Even at these high prices the demand is quite active, with fair supplies available.

Cut nails are holding steadily firm at $6.35 per keg.

Some Auto Parts With Net Prices

Montreal.

FORD PARTS.—As stated in last week's issue of HARDWARE AND METAL advances of varying nature were made for Ford and other cars. Some of the new prices are now available and a number of these will be of interest to the trade. The following prices are those ordinarily quoted as "trade" prices. Lower quotations apply on "Quantity" purchases.

Platinum point files, $1.87 doz.; No. D200, coil, $9.20; No. D200, Coil, 12-v Dodge, $9.55; No. D201, coil, $9.20; No. D202, coil, $9.20; No. R300, coil, $9.75; No. A400, coil, $13.50; No. A401, coil, $9.20; No. A402, coil, $7.12; No. A403, coil, $7.30; No. C500, coil, $8.80; Lamp Regulator, $53.38; No. 60B, Dome Lamp, $2.77; No. 60C, Dome Lamp, $3; No. 60S, Dome Lamp, $2.89; No. 60T, Dome Lamp, $3.23; No. 1071, Lamp, $1.54; No. 1171, Lamp, $1.35; No. 44H, Dome Lamp, $3.60; No. 60 ME, Dome Lamp, $2.80; No. 60 MF, Dome Lamp, $1.80; No. 60 MS, Dome Lamp, $2.17; No. 3800, Front Spring, $3; No. 3813, Front Spring Hanger, 39c; No. 3824, Rear Spring, $7.35; No. 3833, Rear Spring Shackle, 26c; No. 3837, Rear Spring Tie Bolt and Nut, 12c; No. 3840, Rear Spring Hanger, 44c; No. 3960, Fan and Pulley Assort., $1.12; No. 3962, Driven Fan Pulley, 83c; No. 5030, Commutator Wires, 90c; No. 5007, Coil Unit, $2.63; No. 5008-9, Vibrator Points, 25c; No. 2722, Bolt and Nut, 7c; No. 2725, Steer Gear Con. Rod, $1.10; No. 2728, Ball Socket Cap, 20c; No. 2733, Radius Rod, $3.25; No. 2736, Radius Rod Ball Cap, 20c; No. 2741, Stud and Nut, 7c; No. 2742, Ball Cap Spring, 2½c; No. 2803, Front Hub, $1.85; No. 2695, Spindle Body Left, with R.H. Thread, $1.90; No. 2696, Spindle Arm, 82c; No. 2704, Stationary Cone, 26c; No. 2705, Adjusting Cone, Right, 18c; No. 2706, Adjusting Cone, Left, 18c; No. 2708, Spindle Nut, Left, 10c; No. 2707, Spindle Nut, Right, 10c; No. 2709, Spindle Washer, 3c; No. 2710, Spindle Bolt with Oiler, 26c; No. 2570, Coil Spring, 3c; No. 2571, Universal Joint, $3; No. 2572, Joint Knuckle, 80c; No. 2573, Joint Knuckle, Female, $1.12; No. 2574, Joint Knuckle, Pin, 2c; No. 2575, Joint Knuckle, Ring, $1.12; No. 2576, Joint Knuckle Rivets (set of 4), 3c; No. 2578, Joint Housing Plug, 5c; No. 2579, Grease Cup, 19c; No. 2581, D.S. Housing Front Bushing, 75c; No. 2584B, Stud and Nut, 10c; No. 2586, Set Screws, 5c; No. 2526B, Diff. Spider, 90c; No. 2527, Diff. Spider Bush., 40c; No. 2528, Diff. Thrust Masher, Babbitt, 30c; No. 2528B, Diff. Thrust Masher, Bronze, 30c; No. 2529, Diff. Thrust Plate, 15c; No. 2530, Thrust Plate Pin, 3c; No. 2531, Thrust Plate Pin, 3c; No. 2531B, Thrust Plate Pin, 3c; No. 2532, Housing Oil Plug, 11c; No. 2548, Radius Rod Butt, 7c.; No. 2512, Diff. Case, Left, $1.88; No. 2513, Diff. Case, Right, $1.50; No. 2514B, Stud and Nut, 6½c; No. 2517, Diff. Case, Bushing, $1.15; No. 2518, Diff. Drive Gear, $4.50; No. 2519, Diff. Gear Screw, 3½c; No. 2519A, Diff. Gear Lock Ring, 3c; No. 2521B, Diff. Gear Key, 7c; No. 2522B, Diff. Case Pin, 2c; No. 2523, Diff. Gear Thrust Washer, 6c; No. 3043, Cam Shaft Centre Bearing, 37c; No. 3052, Valve, 15c; No. 3068, Breather Pipe, 15c; No. 3155, Commutator Complete, $1.30; Howe Timers, $2.14; No. 3536-7, Ball and Socket Jt. and Nut, 12c.

Copper Is Firm Most Scrap Quiet

Montreal.

OLD MATERIAL.—Prices are quite firm on scrap copper, and while there is no quotable change, the undertone is strong. The machinery cast basis, too, is firm, there being a sale for this in quantities and at around $46-$47 per ton. At the present there is not a great deal of activity, and will not be until the opening of navigation. Then, if the pound sterling recovers more, and shipping is available, dealers state that there will be an active demand for supplies, as well as improved service for getting old scrap to this market.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 06½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	46 00	47 00

Oil and Gasoline Firm; May Go Up

Montreal.

OIL AND GASOLINE.—Under the strong market that obtains for crude oil, gasoline and coal oil are very firm, with the possibility of prices advancing. There is no prospect of the situation easing, and coal oil, as to grade, is selling at 27 to 30c per gallon, and gasoline at 38 to 43c per gallon, as to grade. Crude oil is likely to further advance.

Rope Will Be Active With Navigation Here

Montreal.

ROPE AND CORDAGE.—Prices have been maintained without change for all kinds of manila and sisal rope. The movement at the present time is said to be fair, but increased sales are expected as soon as boats are running, and navigation will, it is expected, open within ten days or so. Pure manila basis is held at 35½c per lb.; British and Beaver manila at 28c, and sisal at 22½c.

Gas and Electric Stoves Are Moving

Montreal.

STOVES, WARES.—Prices are likely to remain high on stoves, jobbers state, and there is every indication of strong markets. At present the movement is heavy, as applying to gas and electric stoves, the shipment of these being active these days. Stove and range business is likely, some think, to be fairly quiet on account of the high prices, insofar, at least, as it applies to the high-grade ranges.

Wares are moving fairly well and the basis is naturally a firm one. Any changes that come will be in the way of an increase, and advances are not improbable.

Increase Is Effective On Gas and Water Pipe

Montreal.

PIPE.—A slight advance has been made effective for gas pipes and the new net prices for the trade are as follows: quarter and three-eighths inch, black, $5.13; half inch, $6.84; three-quarters, $8.45; one inch, $12.50; one and a quarter inch, $16.91; one and a half inch, $20.21; two inch, $27.20; two and a half inch, $43.00; three inch, $56.23; three and a half inch, $71.30; four inch, $84.48. The corresponding prices for galvanized are: $7.26, $8.42, $10.58, $15.64, $21.16, $25.30, $34.04, $53.82, $70.38, $88.32, $104.64.

Cotton Rope; Twine Make New Advances

Montreal.

ROPE AND TWINE.—An advance has been made in the price of cotton rope and the present basis in some jobbing quarters are as follows: 3-16 inch, 86 cents per lb.; quarter inch and larger, 85 cents.

Cotton wrapping twine is also marked up, the advance being about 5 per cent. An increase in price of candle wick indicates an advance here of 7½ per cent.

Padlock Prices Are Again Higher

Montreal.

LOCKS.—Higher prices are being asked for locks of Eagle manufacture, the increase being about 10 per cent. HARDWARE AND METAL is also informed by the jobbing trade that carbon locks are increased in like proportion.

Further Advance Made For Hammers

Montreal.

HAMMERS AND SLEDGES. — Increased prices are now being asked for Whitman & Barnes lines of unhandled hammers and also for sledges. The advances run from 7½ to 10 per cent.

This firm's lines of claw hammers are also marked higher together with wedges and some lines of wrenches. The advance is approximately 10 to 12½ per cent.

Lead Pipe Sales Fair; Steadiness

Montreal.

LEAD PRODUCTS.—Advanced season will probably bring more activity for manufactured lead products, but at the moment there is but a limited demand. Prices have remained unchanged this week, with solders steady, and a seasonable demand made for various grades from sections of the trade.

Lead pipe, per 100 lbs.	17 50
Lead waste, per 100 lbs.	18 50
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	0 14¾
Do., 4 to 8 lbs., sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 46½
Solder, strictly, lb.	0 43½
Solder, strictly commercial, lb.	0 40½
Solder, wiping, lb.	0 39
Solder wire (8 gauge)—	
40-60	0 42½
40-55	0 45½
50-50	0 48½
Zinc sheets, casks	0 17½
Do., broken lots	0 18

Bars Are Steady With Sales Active

Montreal.

IRON AND STEEL.—Another readjustment of the price of bar iron has been made to $4.55 per cwt., with refined iron one dollar more. The demands of the trade are fairly active, with every indication of the near future requirements being quite heavy. The undertone is steadily firm, and the readjustment made on iron, while not in the nature of an actual increase, indicates this firmness.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Few Sheets Received But Market Is Bare

Montreal.

SHEETS AND PLATES.—One manufacturer states that he has just received a belated shipment of galvanized sheets from the Old Country, but that this is all they have hopes of getting at this time. The markets are quite bare, prices are nominal, and the situation is in no way improved over recent weeks. The outlook is unpromising as to future supplies.

BLACK—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
26 gauge	9 50
28 gauge	9 50
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	12 50
28 gauge	12 10
26 gauge	10 75
22 and 24 gauge	11 55
20 gauge	11 55
18 gauge	11 55
16 gauge	10 25
English Standard—	
28 gauge	12 50
26 gauge	12 25
24 gauge	11 65
22 gauge	11 30
18 and 20 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Copper May Go Up Ingots Are Steadier

Montreal.

INGOT METALS.—Prices on ingot metals are steadily held this week, for the most part, and a better condition prevails than that obtaining last week, when the European situation was unsettling. Copper is firmer and may advance.

TIN.—London markets have been fluctuating, but the basis has settled down again, and local markets are steady at 72c.

COPPER.—This is firm. Europe has been using much copper, and have, it is reported, liquidated their stocks. This means that there is so great a demand on available stocks as to exceed supplies. Higher prices are looked for soon. Present quotations are: Casting, per lb., 23½c; electrolytic, 24c.

ANTIMONY.—Quiet and rather featureless, with Chinese holding at 13½c per lb., and English at 14½c.

ALUMINUM.—In limited demand and with price range unchanged at 36-40c as to quantity.

SPELTER.—Quiet, and little feature, with prices ruling at 11¾c.

LEAD.—Some expect that lead will probably be somewhat easier with the opening of navigation. In the meantime the market is quoted at 11½-12c as to quantity.

TORONTO MARKETS

TORONTO, April 15—Advances in hardware prices still continue to affect important basic lines. Wrought iron and steel pipe have advanced, also sash cord, cotton wrapping twine, candle wick and many lines of cotton goods. Wire fencing is also higher and manufacturers have discontinued some lines in order to increase production of staple lines. Some makes of builders' hardware have again been marked higher. Underhill lath hatchets are again appearing on the market.

Other lines that have been advanced are hand clippers, furniture handles, cow ties, ash sifters, safety fuse, blasting powder, tire tape, zinc oilcloth binding, rubber cement, clothes line reels, Trimo pipe wrenches, wood chopping bowls, mirrors, electrical goods, padlocks and escutcheon pins.

The tie-up of the railroads in the States is causing considerable inconvenience and in some cases shortages. The shortage of material is not readily being overcome and many lines are daily being discontinued. Notwithstanding the cold weather which set in, business continues very brisk and many spring commodities are moving. Collections are very good and jobbers are well satisfied with the business offered.

Prices on Hand Clippers Have Been Marked Higher

Toronto.

HAND CLIPPERS — The Burman hand clippers have been marked up to higher prices this week, the new prices on dispatch being quoted at $3.25 per pair.

Sash Cord Prices Again Revised Upward

Toronto.

SASH CORD.—An important advance has been made in all lines of cotton goods, and sash cord in line with the other commodities comes up for higher revision of prices. The No. 6 is now quoted at $1.10 a lb.; No. 7, $1.09 and Nos. 8 to 12, $1.08 per lb.

Cotton Goods of Many Kinds Again Advance

Toronto.

COTTON GOODS.—Many lines manufactured from cotton have been marked up to higher prices this week. This includes cotton wrapping twine, cotton clothes lines, lamp wick, and some packings. The advance is approximately 10 per cent. over former prices.

Builders' Hardware Prices Continue to Advance

Toronto.

BUILDERS' HARDWARE of Yale & Towne make have been advanced approximately 5 per cent. This new advance affects nearly all lines made by the above named company, including door closers, door checks, pad locks, and some lines of furnishing hardware.

Furniture Handles and Knobs Also Advance

Toronto

FURNITURE HANDLES AND KNOBS.—An upward revision of approximately 10 per cent. has affected many lines of brass and brass-plated as well as wood furniture handles and knobs.

List Plus 15% is New Price on Cow Ties

Toronto.

COW TIES in line with other commodities whose basic metal is iron or steel have been advanced to higher prices this week. The new quotation is list plus an additional 15 per cent.

Samuels Ash Sifters Also Revised Upwards

Toronto.

ASH SIFTERS. — Those made by Samuels have been advanced and are now quoted at $8.25 each.

Safety Fuse Prices Jump Higher Again

Toronto.

SAFETY FUSES. — Notwithstanding the higher prices made on this line recorded in last week's issue new prices are now in effect and are as follows:

$14.50 per M. feet, while the case lots of 6 M. feet are quoted at $82.00 net per case.

Advances Have Also Been Made on Blasting Powder

Toronto.

BLASTING POWDER will now cost more, the price having been advanced, and 25 lb. kegs are now quoted at $4.75.

Higher Prices Have Been Made on Tire Tape

Toronto.

TIRE TAPE again comes up for higher revised prices. The half pound is now quoted at 91c; quarter pound 93c per pound; 8 cuts 95c pound; 16 cuts 97c per pound and the 20 cuts is $1.00 per pound.

Zinc Oil Cloth Binding Has Higher Revised Price

Toronto.

OIL CLOTH BINDING.—Higher revised prices have been made on zinc oil cloth binding, the 50 yard boxes now being quoted as follows: 7-16 in., $2; ⅝ in., $2.40; ⅞ in., $2.70.

Rubber Cement in Tubes Has Been Advanced

Toronto.

RUBBER CEMENT.—Price has again been revised upwards, the ¾ x 4 is now quoted at 45c per dozen; the 1x4 is 65c per dozen.

New Prices in Effect On Clothes Line Reels

Toronto

CLOTHES LINE REELS, in line with other commodities whose basic material is metal, have been marked up to higher levels. The No. 1 is now quoted at $18.00 a doz.; No. 2, $19.80; No. 8, $21.60 per dozen; the Adams $22.80 per dozen; the Ball Bearing No. 5, $25.20 per dozen. The Ever-Ready Clothes Line Reels are now quoted at $6.00 per dozen.

Uuderhill Lath Hatchet Again Appears on Market

Toronto

LATH HATCHETS.—The Underhill lath hatchet is again appearing on the market, and the quotations are as follows:—Chicago pattern is now quoted at $40.00 per dozen; St. Paul, $41.00 per dozen.

Trimo Pipe Wrenches Have Again Advanced

Toronto.

PIPE WRENCHES of the Trimo make have been advanced. It will be noted that many lines whose basic metals are iron or steel have been coming up quite frequently for revised higher prices. The No. 8 in. Trimo Wrench is now quoted at $18.30 per dozen; 10 in., $20.30; 14 in., $28.40 per dozen; 18 in., $40.00, while the 24 in. is quoted at $59.00 per dozen.

Wood Chopping Bowls Have Higher Quotations

Toronto.

WOOD CHOPPING BOWLS.—In line with the higher revised prices which have been made on nearly all lines of woodenware, wood chopping bowls are now quoted at higher prices. The 13 in. is now quoted at $7.00 per doz.; 15 in., $13.00 per doz.; 17 in., $23.00 per doz.; 19 in., $28.00 per doz.

Common Mirrors Have Joined March Upwards

Toronto.

MIRRORS.—The common grades of mirrors has been marked up and the new price is now quoted at an advance of 12½ per cent.

Electrical Goods of National Make, Higher

Toronto.

ELECTRICAL GOODS of the National make have been revised upwards. The new price affects nearly all lines made by the National Company, and all have various prices.

Corbin Padlocks Have Been Marked Up 5 to 15%

Toronto.

PADLOCKS or Corbin make have also been marked up this week, but owing to the varied prices will not be able to enumerate here. However, the prices will average from 5 to 15 per cent.

Iron and Steel Bars Hold At Very Firm Prices

Toronto.

IRON AND STEEL BARS continue to hold out at firm prices, although some of the mills have made an advance in their prices, it is stated. The present demand is a heavy one and a good volume of business is being handled. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Escutcheon Pins Again Have Higher Prices

Toronto.

ESCUTCHEON PINS.—New and higher prices have been announced on escutcheon pins. The steel are now quoted at 25 per cent. discount from the list, while the brass are quoted at 5 per cent. discount. These prices apply to standard sizes only.

High-Speed Drills May Be Advanced in Price

Toronto.

DRILLS.—It is believed that the present prices of drills are very unsettled and it will not surprise some of the better informed if prices on some lines would advance. Especially is this true of the high-speed drills.

Waste Materials Weaker, Although Price Unchanged

Toronto.

OLD MATERIALS.—A weaker tendency is noted in old materials this week although the prices still continue to hold unchanged. Business at present is rather quiet and it is believed that this is directly due to the strike on the United States railroads causing foundries and mills, etc., to order light in case there would be such a thing as coal shortage. Following are the present quotations:

WASTE MATERIAL

No. 2 busheling	....	18 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	38 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 04

Wrought Iron and Steel Pipe Again Advances

Toronto.

WROUGHT PIPE.—New and higher prices have been made on wrought iron and steel pipe, both lapweld and buttweld. These higher prices are said to be entirely due to the situation which has developed in mills and which is mainly a shortage of raw material. In fact it is stated that the present demand far exceeds the supply of some sizes and some state that if supplies do not come forward in larger quantities a famine will prevail. The new prices are as follows :

PIPE—WROUGHT

Price List No. 44—April 8, 1920.

STANDARD BUTTWELD S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
1/8 in.	$6 50	$ 8 50	....	....
1/4 in.	5 13	7 26	$ 5 43	$ 7 56
3/8 in.	5 13	7 26	5 43	7 56
1/2 in.	6 84	8 42	7 27	8 84
3/4 in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1 1/4 in.	16 91	21 16	18 06	22 31
1 1/2 in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2 1/2 in.	43 00	53 82	....	....
3 in.	56 23	70 38	....	....
3 1/2 in.	71 30	88 32	....	....
4 in.	84 48	104 64	....	....

STANDARD LAPWELD S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
2 in.	$30 90	$37 74	$34 60	$41 44
2 1/2 in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3 1/2 in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4 1/2 in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8-L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10-L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Wire Fence Prices Higher, Some Kinds Discontinued

Toronto.

WIRE FENCE.—Some makers have advanced their wire fence prices and also have discontinued making some styles and sizes. This is said to be on account of the great scarcity of raw material and also the great demand which is prevailing. The manufacturers believe that by concentrating on certain of the most used sizes they will be tble to increase their production and give better delivery than by trying to make the full line of sizes. The following are some of the new prices:

HEAVY STYLES

In 20, 30 and 40 Rod Rolls.
All prices subject to change without notice.

Style No. Strands, Height	Spacing of Stays	Spacing of Laterals	Steel Co. Standard Fence Wire
In.	In.		Price per rod
433-0	22	10, 11, 12	0 38
540-0	22	8, 9, 11, 12	0 47
640-0	22	6, 7, 8, 9, 10	0 54 1/2
740-0	22	5, 6, 6, 7, 7 1/2, 8 1/2	0 62
740	16 1/2	5, 6, 6, 7, 7 1/2, 8 1/2	0 67 1/2
748-0	22	5, 6 1/2, 7 1/2, 9, 10, 10	0 64
842-0	22	6, 6, 6, 6, 6, 6, 6	0 70
842	16 1/2	6, 6, 6, 6, 6, 6, 6	0 76
950-0	22	3, 4, 5, 6, 7, 8, 8, 9	0 79 1/2
950	16 1/2	3, 4, 5, 6, 7, 8, 8, 9	0 86 1/2

Spacing of Laterals

In.	In.		Price per rod
726	13	3, 3, 3 1/2, 4 1/2, 5 1/2, 6 1/2	0 47 1/2
726-1	6	3, 3, 3 1/2, 4 1/2, 5 1/2, 6 1/2	0 62
935	13	3, 3, 3 1/2, 4, 4 1/2, 5, 6, 6,	0 61

Note.—Order by the Style Number, and to guard against any possible error, always insert list prices on order.

MEDIUM WEIGHT STYLES

Top and bottom wires. Steel Co. Standard Fence Wire.

Intermediate and stays. No. 12 Gauge Wire.
In 20, 30, and 40 rod rolls.

Sheets and Plates Held By Freight Tie Ups

Toronto.

SHEETS AND PLATES.—Some are of the opinion that the shortage of sheets and plates which has prevailed for some time would be overcome to some extent so far as they were concerned, and state that fair shipments are on the way, but owing to the railroad disturbance they believe that many of their cars are tied up. However, the majority still claim a shortage, and many are surmising what the situation will be when warm weather starts outside operations in full force.

The books at the mills will soon be open for second period business and many are surmising what the mills will be charging for the second period.

The following quotations are being quoted by some, although they are more or less nominal, owing to the great scarcity; it is believed that very few have complete lists of sizes in stock at present:

BLACK SHEETS—

14 gauge	7 45
16 gauge	7 55
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 05
28 gauge	8 15
3-16 inch plate	....
1/4-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10 3/4 oz.	$10 00	$11 50	$10 75	$12 00
U.S. 28	10 20	11 70	10 35	11 45
U.S. 26	9 90	11 40	10 05	11 15
22 and 24	9 75	11 25	9 90	11 00
18 and 20	9 60	11 10	9 75	10 85
16	9 45,	10 95	9 60	10 70
12 and 14	8 70	10 20	9 45	10 55

An extra is now charged on galvanized sheets, 10 3/4 oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Boiler Tubes Scarce; Supplies Hard to Get

Toronto.

BOILER TUBES.—The boiler tube situation continues to cause jobbers inconvenience, and many are wondering what the future situation will show. Some jobbers claim they have stocks in fair quantities, but for a certain few sizes, which are the main ones demanded by the trade, their stocks would be fairly well complete, while others claim a shortage of nearly all sizes.

The present strike on some of the United States railways is helping to make the shortage more acute, as some jobbers have cars on the road and these are tied up at different places in transit. It is hoped that this situation, however, will clear itself and many are looking to the Government to take a hand in the matter. The following are the present quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1 1/4 inch	30 00	.....
1 1/2 inch	31 50	.....
1 3/4 inch	33 00	.....
2 inch	32 00	30 00
2 1/4 inch	37 00	29 00
2 1/2 inch	46 00	32 00
3 inch	54 00	36 00
3 1/2 inch	70 00	45 75
3 1/2 inch	70 00	49 00
4 inch	96 00	39 00

Situation Unchanged For Lead and Zinc Products

Toronto.

LEAD AND ZINC PRODUCTS.—All lines in the following list are holding unchanged prices, although the quotations are firm. Little change is noted in the pig metal situation and some have it that the situation is gradually improving, and that raw material is more available. The present indications are that no change will be immediately made in any of these products, although it is hard to forecast definitely, as there are many factors that bear on the situation. The following quotations are current:

Lead pipe, list, per lb.	....	0 17 1/2
Lead waste pipe, list, per lb.	....	0 18 1/2
Do., over 8 inches, list, per lb.	....	0 19 1/2
Above subject to discount of 10%.		
Lead traps and bends	....	add 30%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 14
Cut sheets 1/2 to 3/4c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 45 3/4
Solder, strictly, lb.	....	0 40 1/2
Solder, commercial, lb.	....	0 38
Zinc sheets,, per lb.	....	0 19
Solder, guaranteed, lb.	....	0 43 3/4
Solder, wiping, lb.	....	0 37 1/4

Tape Lines, Measuring Sticks, Etc., Advance

Toronto.

TAPE LINES, MEASURING STICKS, ETC., have again come up for revision of price and in line with other commodities are of an advanced nature. Prices are as per current quotations.

Corrugatetd Sheets Firm; Situation Unchanged

Toronto

CORRUGATED SHEETS.—The heavy demand still continues for corrugated sheets and manufacturers are unable to keep up with the demand, it is stated. This, it is believed, is partly due to the situation which has developed in the procuring of raw materials, such as flat sheets, as well as the persistent shortage which has prevailed for some time, preventing the manufacturers from storing up any considerable stocks during the quiet season.

The manufacturers were hopeful that they would overcome this situation shortly and stated that they were receiving cars and better tonnage, but the recent disruption on the United States railroads has caused a serious hold-up of stocks and manufacturers are unable

to state just what the future situation will be regarding the finished products.

One jobber stated to HARDWARE AND METAL that he hardly knew where he was at, as he had a large number of orders and a limited stock of raw materials, and did not think that he would have much more raw material than would make up the orders already in hand, let alone to take care of future business. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, **freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay,** the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Tin Prices 1 Cent Higher, Other Metals Unchanged

Toronto.

INGOT METALS.—Tin is the only metal on the list showing any change this week and has advanced 1 cent per pound. Although the other metals have fluctuated within narrow limits they are all back to last week's quotations. The railroad tie-up in the States is causing considerable inconvenience; stocks are reported none too heavy, with fair demands showing.

TIN is fairly active and the price has advanced 1 cent per pound, making the new price 76 cents per pound.

LEAD.—Stocks are none too plentiful and the situation is unsettled; 12 cents per pound is the price being quoted.

COPPER is in fair demand, stocks being rather light. The present price is 24 cents per pound.

ALUMINUM. — Prices are quoted around 36 to 37 cents per pound, the movement being quiet.

ANTIMONY.—Stocks are none too heavy, a fair demand offering; 15 cents per pound is the present quotation.

SPELTER is in fair demand, no change in price being made, the quotation remaining at 15 cents per pound.

LONDON MARKETS

LONDON, April 15—Prices do not seem to have as yet reached the peak and the tendency is still upward. Wrought iron and steel pipe have been advanced and is attributed to the scarcity of skelp. Wrought iron washers have a new discount. Oil stove wicks are also higher. Perfection oil stoves and heaters are all marked upwards. Cant hooks will now cost more. Paris green is 2c per pound higher. H. & D. shock absorbers, both single and double, have advanced, while sweat pads, rim locks and door knobs, hose couplings and rubber cement are all higher in price.

The freight tie-up in the States is causing some concern and many have shipments tied up in transit. Business continues good in spite of cold weather.

Prices are very firm. Other advances are expected in the near future.

Shipments from factories are very slow and many lines are practically off the market at present. Collections are excellent.

Canadian Gem Hose Nozzles Now $8.60 Doz.

London, Ont.

HOSE NOZZLES.—Prices to the trade have been advanced on hose nozzles. The new higher price on Canadian Gem are now $8.60 per dozen.

Wrought Iron Washers Have New Discount 30%

London, Ont.

WROUGHT WASHERS. — New advanced prices have been made on wrought washers. This is said to be due to the higher cost of raw material, which has mostly been caused by the situation which has developed in iron and steel. Manufacturers claim that it is difficult to secure sufficient supplies. The higher cost of labor is also a factor, it is stated. New discount now quoted at 30 per cent. off the list in place of the former 40 per cent.

Oil Stove Wicks Have Been Marked Higher

London, Ont.

OIL STOVE WICKS. — Increased price quotations have been made on oil cook stove wicks, as well as the heater stove wicks. The number 21 Perfection is now quoted at $4.00 per dozen, while in gross lots this price is bettered by 5 per cent. discount. The heater wicks No. 500 are $4.70 per dozen and 5 per cent. discount is allowed for gross lots.

Cant Hook Prices Have Been Revised Upwards

London, Ont.

CANT HOOKS.—It is stated that the higher cost of wood and also iron and steel have been responsible for advanced prices in cant hooks. The higher cost of labor is also a factor. Some of the new prices are as follows: 3½ feet, $33.00; 4 feet, $34.00; 4½ feet $35.00.

Garden and Harvest Tools; Prices Firm, Unchanged

London, Ont.

GARDEN AND HARVEST TOOLS. —Especially the most seasonable lines as used for spring gardening, etc., are moving very briskly, and while prices are firm they show no change over those new prices recently put into effect. The harvest tools are still quoted at 50 and 10 per cent. off the new list.

Rope Sales Brisk; Firm Unchanged Price

London, Ont.

ROPE.—The opening up of the spring season is causing the usual activity for rope of all kinds. This year is said to be no exception to the other previous years. Manufacturers state they are very well satisfied with the volume of business moving and expect this year to have a very large turnover. Present prices are firm notwithstanding the condition of the raw material market. The present prices are quoted as follows:

Pure manila, 35½c base; Beaver manila, 28c; New Zealand hemp, 28c; sisal, 22½c.

Poulutry Netting, Light Supplies, Good Demand

London, Ont.

POULTRY NETTING. — Notwithstanding the recent advances which have recently been made in wire goods of nearly all kinds, poultry netting continues to hold at unchanged prices. The present quotations are very firm. Jobbers state they have some difficulty in securing sufficient supplies to meet the present demand. The present quotations are as follows:

Canadian—2 inch mesh, net list; 1 inch mesh, add 5 per cent. to list.

Black Wire Cloth Brisk; Good Movement

London, Ont.

SCREEN WIRE CLOTH continues to show very good sales, although it is believed that the majority of merchants have their season requirements already in stock. The present quotations of black painted is $3.60 per hundred square feet.

Wire Nails Scarce; Prices Firm, Unchanged

London, Ont.

WIRE NAILS.—The situation on wire nails is practically unchanged. Stocks

are very light and the demand is heavy. It may be that if the manufacturers cannot supply nails more freely there will be a considerable shortage during the summer season. The present price on wire nails is quoted at $5.75 base, while cut nails are quoted at $7.00 base.

Perfection Oil Stoves and Ovens Advance

London, Ont.

PERFECTION OIL STOVES AND OVENS.—Higher prices have been made on practically all lines of Perfection make of oil stoves both heating and cooking, as well as the ovens. The higher cost of raw material as well as other factors is said to be responsible for the new change. Following are the complete list of new prices:

Oil Stoves—No. 32 x 2 burner, $25.50 list each; No. 33 x 3 burner, $31; No 34 x 4 burner, $40. Less 30%.
On lots of 10 at one time, 30/5%.
Ovens—No. 41 G, $7.25 list each; No. 42 G, $9.25; No. 21 G, $7; No. 22 G, $9. Less 30%.
On lots of 10 at one time, 30/5%.
Heaters—No. 525, japanned, $9.50 list each; No. 530 n.p., $10.50; No. 630, blue enamel, $13.50. Less 30%.
On lots of 10 at one time, 30/5%.

New Paris Green Prices Are 2c Higher Than Old

London, Ont.

PARIS GREEN.—A 2 cent advance has been made on paris green. The present demand is fair and it is believed by manufacturers this price will hold very firm. No lower prices are immediately expected. Some believe that there are many merchants who have not yet ordered their spring supplies and have been holding back until the spring season opened. Owing to this condition it is rather hard for manufacturers to know the quantity that will be needed, but it has been rumored that if the requirements for the season will be heavy that paris green is liable to be short. The new prices are as follows:

Paris Green.—½-lb. pkgs., 58c lb.; 1 lb. pkgs., 56c lb.; 25-lb. drums, 54c. lb.; 50-lb. drums, 53c lb.; 100-lb. drums, 53c lb.; 250-lb. kegs, 52½c lb.; 600-lb. barrels, 52c lb.

New Net Prices Herewith; Spades, Scoops, Shovels

London, Ont.

SPADES, SHOVELS AND SCOOPS.—Notwithstanding the new prices, business continues to be very brisk, and many who have not already bought their spring supplies of shovels are beginning to buy their requirements. Some of the prices are quoted as follows:

Net prices figured at 35%.
Spades and Shovels—Polished, Black Cat or Star, $16,60 doz.; Fox or Olds, $17.25; Bull Dog or Jones, $19.85.
Scoop Shovels.—Black Cat (black), No. 2 $20.80 doz.; No. 4, $21.50; No. 5, $21.85; No. 6, $22.20; No. 8, $22.90; No. 10, $23.60. Moose, No. 4, $23.12 doz.; No. 6, $23.82; No. 8, $24.52; No. 10, $25.22.

H & D Shock Absorbers; Single and Double, Higher

London, Ont.

SHOCK ABSORBERS. — The H. & D. make have been advanced to higher prices. This is said to be in line with advances in other commodities made of iron and steel The single arm is quoted at: 1 set at one time, $9.75 set; 12 sets at one time, $8.67 per set; while the twin arm is quoted at: 1 set at one time, $11.25 set; 12 sets at one time, $10.00 set.

Ventiplex Sweat Pads; New Price; $7.15 Doz.

London, Ont.

SWEAT PADS have again come in for revision, the Ventiplex now being quoted at $7.15 per dozen. As will be noted frequent changes on this commodity from time to time have been made and is said to be due to the higher cost of raw material, labor and other factors.

$3.75 Per Doz. is New Quotation on Rim Locks

London, Ont.

RIM LOCKS of the cheaper varieties have new and higher prices. The common, cheap rim locks are now being quoted at $3.75 per dozen.

Rim and Mortise Knobs Now Quoted at $3.45 Doz.

London, Ont.

RIM AND MORTISE KNOBS. — New and higher prices have been made on these rim and mortise knobs of the cheaper variety, the new quotations being $3.45 per dozen.

Prices on Hose Couplings Have Been Marked Up

London, Ont.

HOSE COUPLINGS.—Higher prices have been made on this commodity and the new selling prices are quoted as follows:

½ inch, $2.60 dozen; ⅝ inch, $2.70 dozen; ¾ inch, $2.75 dozen; 1 inch, $4.00 dozen.

Spade, Shovel and Scoop Handles Have Advanced

London, Ont.

SPADE, SHOVELS AND SCOOP HANDLES have been marked up. The situation which has developed in wood and lumber is said to be seriously affecting nearly all commodities whose manufacture consists of this material. The new quotation on long handle and dee handles for shovels, spades and scoops is $7.50 per dozen.

Rubber Cement in Tubes and Bottles Costs More

London, Ont.

RUBBER CEMENT—Bottles and tubes of rubber cement will now cost more. This is said to be on acount of the higher cost of manufacturing and handling, in fact it is stated that every operation of handling now costs more. Some of the new prices are as follows:

Types, ¾ in. x 4 in., 50 cents a dozen; tubes, 1 in. x 4 in., 85 cents a dozen; bottles, 2 oz., 95 cents dozen.

Linseed Oil Firm, Scarce; Not Sufficient Seed

London, Ont.

LINSEED OIL.—No change in price has been made on linseed oil this week although present quotations are held very firmly. Many are beginning to wonder when this commodity will drop in price as it is generally conceded to be very high for this season of the year. It is the belief of some if seed does not come to hand in larger quantities that the situation will be serious, as it is believed that very little oil is in sight in comparison with that usually on hand at this season of the year. The present quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	2 87	2 90
3 to 5 barrels, gal.	2 86	2 89
6 to 9 barrels, gal.	2 84	2 87

Less barrels add 15c gal.

Turpentine Prices High; May Soon Decline

London, Ont.

TURPENTINE shows no change this week and while there is a fair demand there seems to be considerable doubt whether to buy at present prices or wait till the new crops arrive in larger quantities. It is generally expected, however, that lower prices will soon be current and many are looking for cheaper turpentine in the very near future. Present stocks are said to be rather light and some difficulty is experienced in securing supplies from the South. This is made more acute by the strike on the United States railroads. The following are the present quotations:

	Per Imp. Gal.
1 barrel lots	3 80
2 to 4 barrel lots	3 79
5 gal. lots	3 95

White Lead in Oil Prices are Firmly Maintained

London, Ont.

WHITE LEAD IN OIL.—Present prices on white lead are maintained very firm. No changes have recently been made. There has been considerable activity in this commodity and a good volume is said to be moving, although it is a belief of many that the majority of merchants took advantage of the lower prices which prevailed during the latter end of 1919 to secure their stock, and are now able to turn it over at a good profit and still be in harmony with current prices. The present quotations are as follows:

Pure—Tons, $20.45 per 100 lbs.; less tons $20.80.

Elephant—Tons, $20.95; less tons, $21.30.

Shortage of Skelp Causes New Wrought Pipe Prices

London, Ont.

WROUGHT PIPE. — Higher prices have been made on wrought pipe. This is entirely due to the situation which has developed at the skelp mills and manufacturers state there is a great shortage

of skelp, which naturally affects all down the line to the finished product. The new prices are as follows:

PIPE—WROUGHT

Price List No. 44—April 8, 1920.

STANDARD BUTTWELD S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
⅛ in.	$6 50	$ 8 50	....	....
¼ in.	5 13	7 26	$ 5 43	$ 7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	....	....
3 in.	56 23	70 38	....	....
3½ in.	71 30	88 32	....	....
4 in.	84 48	104 64	....	....

STANDARD LAPWELD S/C

	Steel		Gen. Wrot. Iron	
	Black	Galv.	Black	Galv.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8-L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10-L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

WINNIPEG MARKETS

WINNIPEG, April 15—This week's markets again adopt an active course and affect many important and general lines, among which will be found: Wire nails and finishing nails, bar iron, steel, plain and tapped nuts, padlocks, jack chains, Neverslip horseshoes and toe calks, cotter pins, tinners' machines and tools, blasting powder, dynamite, ammonia and forcite. It will be seen by the list of lines affected that many repeatedly advanced lines again appear for adjustment of price and in all cases each change shows advance on former lists. As has occurred for many weeks, metals again predominate in the week's changes, steel taking the lead. The metal situation practically remains unchanged, acute shortage of many of the most important lines still prevailing. This condition, it is said, will be more fully realized with the advent of the better weather and building activities are again in full swing.

It is generally believed that little relief is to be expected from the present conditions existing in iron and steel for some time and it is becoming more gradually accepted, that still higher prices are a future possibility to be taken into consideration.

Wire and Finishing Nails Show New Increase of 15c

Winnipeg.

NAILS advance with the week's changes, and although the new increase is not necessarily of a heavy character, it shows clearly that the state of this market remains unsteady. Stocks of nails generally are said to be low, a condition that will be more fully realized with the commencing of building activities. The latest increase is 15c on recent lists and shows to-day's quotations to be:

Wire Nails.—Ft. William, $6.15, base; Winnipeg, $6.55 base.

Wire Finishing Nails.—1 in., $8.65; 1⅛ in., $8.65; 1¼ in., $8.30; 1½ in., $8.05.

Iron and Steel Higher As Result of 40c Increase

Winnipeg.

IRON AND STEEL.—Further revisions again appear on iron and steel and affect these lines to the extent of an average 40c raise on old prices. The general condition of these markets remain practically unchanged, as far as improvement is concerned, great scarcity still continuing to exist. Little possibility of receiving anything like satisfactory quantities is the general belief and it is thought that it will be some considerable time before more satisfactory conditions appear. To-day's quotations show:

Bar Iron—Round and square, 3-16 in., ¼ and 5-16 in., $7 base, ⅜ in. to 2 in., $5.75 base; 2 in. and 3 in., $6.50 base; round, 3 in. to 6 in., $7 base.

Steel—Mild, round and square, 3-16 in., ¼ in., and 5-16 in., $7 base; ⅜ to 2 in., $6.25; 2 in. to 3 in., $$6.50 base; 3 in. to 6 in., $7 base.

Toe Calk Steel—¼ x 5-16, $7; ¼ x ⅜, $7; other sizes, $6.25.

Band Steel—$6.25 base. Harrow Tooth Steel, $6.25. Sleigh Shoe, $6.25. Tire, $6.50. Spring Steel, $6.50 per 100 lbs.

Yale Padlocks Higher, Showing 25% Increase

Winnipeg.

YALE PADLOCKS show heavy advance in the week's changes to the extent of 25 per cent. on previous prices. The change is general, covering practically all padlocks of this make, the cause of which it is believed is chiefly due to the scarcity of raw material, coupled with the advanced cost of production and also to some extent assisted by the existing exchange rate that continues to be an influencing factor in the market quotations. The present prices appear firm and further change is not necessarily looked for at present. Chief among the number involved will be found:

Padlocks.—Yale, Nos. 215, $9.60; 8454, $25; 813, $20.75; 833, $26; 853, $32.50; 863, $40; 873, $65; 813½, $23.50; 833½, $30; 853½, $37 per dozen.

Scale Prices Withdrawn, Higher Prices Expected

Winnipeg.

SCALES.—All prices embracing the Gurney line of scales have been withdrawn. The new prices, when issued, it is expected, will be in the nature of an advance on the old, although to what extent the new prices will change has not as yet been fully ascertained.

Iron Jack Chains Higher, Showing 25% Increase

Winnipeg.

JACK CHAINS.—Following the recent week's changes chain advances 25 per cent. The cause is said to be chiefly due to lack of raw material, also the steadily advancing prices of same. The new prices appear firm, although future quotations pertaining to this line will be governed by the actions of the iron market, it is stated. The new prices show:

Jack Chain.—Iron, per 36 ft. lengths, Single, 6, $2; 7, $1.90; 8, $1.55; 9, $1.35; 10, $1.20; 12, 80c; 14, 68c; 16, 50c; 18, 48c.
14, 50c; 16, 38c; 18, 35c; 20, 32c. Double, 6, $1.65; 7, $1.40; 8, $1.25; 9, $1.15; 10, $1; 12, 60c;

Nuts, Plain and Tapped, Advance 5% on Old Lists

Winnipeg.

NUTS, both plain and tapped, advance 5 per cent. on previous prices. This line has held firm for some time with little change of any importance occurring, so that considering the present metal conditions, the new prices will cause little comment. The most important cause of this latest advance is attributable to the existing conditions of the metal markets, this line being one of the first to be effected in the event of further changes occurring in these markets. Although indications point to firmness regarding the new prices, it will be seen that any further changes occurring in iron will quickly influence and control future quotations of this particular line. The present ruling prices quote:

NUTS (per 100 lbs.)

Size	Sq. Plain	Tapped	Hex. Plain	Tapped
¼ in. ...	$18 00	$20 25	$25 25	$28 00
5-16 in. ..	16 50	18 25	21 25	23 50
⅜ in. ...	15 00	16 35	18 25	20 10
7-16 in. ..	14 20	15 35	16 65	18 20
½ in. ...	14 10	15 05	16 60	17 85
9-16 in. ..	13 60	14 45	15 65	16 80
⅝ in. ...	13 80	14 55	15 85	16 80
¾ in. ...	13 50	14 25	15 40	16 25
⅞ in. ...	13 50	14 15	15 15	16 00
1 in. ..	13 50	14 15	15 15	16 00
1⅛ in. ..	13 50	14 15	15 15	16 00
1¼ in. ..	13 50	14 15	15 30	16 15
1⅜ in. ..	13 50	14 25	15 25	16 20
1½ in. ..	13 70	14 55	15 45	16 50

The above prices are the quotations on small lots; case lots are $1 per 100 lbs. less.

Neverslip Toe Calks Have Revised Lists

Winnipeg.

HORSESHOES. — Neverslip brand horseshoes are revised upwards, the new changes showing a 20 per cent. advance on previous lists. The advancing costs of raw materials, coupled with the present acute shortage of the same, are the

chief factors responsible for this latest raise, it is said, and will, it will be seen, prove important factors in the influencing and deciding of future quotations. To-day's prices show:

Horeshoes.—Neverslip, calked, No. 0, $1.31; No. 1, $1.35; No. 2, $1.49; No. 3, $1.58; No. 4, $1.76; No. 5, $2.12; No. 6, $2.25; No. 7, $2.48; No. 8, $2.61 per set.

Neverslip Toe Caulks Are Revised Upwards

Winnipeg.

TOE CALKS.—With the advance on horseshoes, Neverslip toe calks also appear for revision of price, the latest prices being a 10 per cent. increase on former lists. The advance is to be chiefly attributed to the steadily increasing cost of raw material, the shortage of same and the advanced cost of labor, it is stated. The new change places the new prices at:

Toe Calks.—Neverslip, 5-16 in., $2.72; ⅜ in., $2.72; 7-16 in., $2.89; 9-16 in., $3.06; 5-8 in., $3.06, per hundred.

Spring Cotter Pins Have New Advanced Prices

Winnipeg.

SPRING COTTER PINS.—A change occurs involving this commodity, and showing an advance as a result. The new discount ruling shows this line to be 82½ per cent. off the standard list.

Higher Prices Advance Dynamite and Forcite 4%

Winnipeg.

BLASTING POWDER, DYNAMITE AND FORCITE advance with the week's changes to the extent of an average 4 per cent. on previous prices and are listed as follows under the new quotations:

Blasting powder, $4.30; dynamite, stumping, $24.55; ammonia (40 per cent.), $28.05; (60 per cent.), $37.05. Forcite (60 per cent.), $34.05.

Shortage of Skelp Advances Wrought Pipe

Winnipeg.

WROUGHT PIPE. — Higher prices have been made on wrought pipe. This is attributed to the scarcity of skelp and it is the belief of many that if manufacturers cannot procure larger shipments of skelp that a great shortage of pipe will be felt. The new prices are as per current quotation pages.

Tinners' Tools Higher, Machines Also Up 10%

Winnipeg.

TOOLS.—A general advance occurs affecting tinners' tools and machines, the new prices showing an average 10 per cent. on old lists. Owing to the wide range of tools that this involves, it is practically impossible to tabulate individual articles. It can be accepted, however, that the change is general and involves almost the full range of tools and machines. Chief among the causes responsible for the new advance is said to be the advanced cost of raw material, scarcity of same and advanced operating costs. The new prices appear firm, it is said, and further revision is not looked for at present.

PITTSBURGH MARKETS

PITTSBURGH, April 15.—The United States Steel Corporation reports unfilled obligations at the close of business in March at 9,892,075 tons, showing an increase during March of 389,994 tons, against increases of 216,640 tons in February and 1,020,075 tons in January. In many quarters in the trade the expectation had been that March would show little, if any, increase, chiefly on the ground that the corporation was already well sold up and would hardly continue indefinitely to sell each month a larger tonnage than it shipped. It was also thought that when the customers of independent producers were buying very little, even the corporation customers might be unwilling to make extensive commitments despite the fact that the corporation's prices are well below those of any of the independents, since the corporation continues to adhere strictly to the Industrial Board price schedule of March 21, 1919. Thus the March increase of 389,994 tons, equal to 28 per cent. of capacity for the month, furnishes surprises in most quarters.

The corporation's shipments during March may be estimated at about 96 per cent. of capacity, against about 90 per cent. for February and about 84 per cent. for January. With shipments at 96 per cent. of capacity and bookings in excess of shipments by 28 per cent., the bookings would be about 124 per cent. of capacity. The excess of bookings is the more remarkable in view of the fact that one subsidiary, the American Sheet & Tin Plate Company, was practically out of the market in March, having opened its books for the present half year last November. and not having yet opened its books for the second half until this week.

Sheet and Tin Plate Market Opened

By booking orders and contracts each month far in excess of the shipment, the corporation gives evidence each month of its purpose to adhere indefinitely to the Industrial Board price schedule, even though the independents all insist upon higher prices, and secure the higher prices on all the tonnage they sell. Another evidence that there is no disposition to depart from the policy is furnished by the American Sheet & Tin Plate Company this week opening its order books for the new period at the Industrial Board prices it has previously held to: Blue annealed sheets, 10 gauge, 3.55c; black sheets, 28 gauge, 4.35c; galvanized sheets, 28 gauge, 5.70c; box, Pittsburgh, plus rail freight to destination. These prices, of course, are for domestic trade, overseas export trade being governed by export conditions. In many instances, Canada is considered a part of the domestic market. As usual, business is taken for the half-year in the case of manufacturing consumers and for the quarter in the case of jobbers, the quarter in this instance being the third. In general, however, the Steel Corporation subsidiaries do not do great deal of business with jobbers. The corporation has some important jobbing warehouses of its own.

It is assumed that the entire tonnage of sheets and tin plates the American Sheet & Tin Plate Company will be in a position to furnish will be taken up quickly by regular customers, and as was the case when books were opened November 15 for the present half-year the business will be done largely by way of making allotments to customers, rated according to amounts the respective customers have received in the past. Present contracts in tin plate will be worked out by some time in July, but the sheet business will not be completed before the early part of August. The delay is due to the restriction in operation early in the year caused by shortage of coal and steel, and by the present shortage of steel. While the company has lately been operating approximately 95 per cent. of its sheet mills, only about 75 per cent. of this is against regular sheet sales, that being the extent of the sheet bar supply, the balance of the operation being by conversion contracts, taken simply to avoid idleness of the mills. The sheet consumers bought the sheet bars and are simply having the company roll the bars into sheets, at set prices for the conversion.

A feature of the market and general industrial situation is that wide variety of views now entertained by various observers. Never, perhaps, was there such diversity of opinion. Some men, particularly bankers, are predicting a "panic" next August or September, though what variety of panic they do not state, since it is practically the universal opinion that through the Federal Reserve banking system put in operation late in 1914 a money panic is practically impossible. Hitherto panics in the United States have been primarily money panics, though the phenomenon may be ascribed to money being the most vulnerable thing, whereby if money panics had not occurred there would have been panics of other descriptions instead.

Then there are other observers who predict that there will be a general readjustment, or "shake-out," not necessarily of particularly panicky character, some time next year, perhaps about a year hence. In both cases the fundamental idea is that there is great inflation and that business cannot be conducted for an indefinite time on the inflated basis.

There are, however, still other observers who insist that no man is wise enough to know that the country can-

Continued on page 92

Paint Salesmen of To-Morrow

The Clerk of To-day is the Owner of To-morrow—Are Present Day Retailers Imparting Successful Principles to Sales Staff?—Paint Department Requires Salesmen With Technical Knowledge —Ambitious Clerk Looks for Opportunity to Display Initiative

ELSEWHERE in this issue appears an article pointing out the lack of information concerning paints, which is found in the average hardware clerk, and indicating that this ignorance is responsible for the usual location of the paint department at the rear of the store. Hand in hand with ignorance of paints goes lack of confidence in ability to sell the line, and therefore no matter how effective other factors may be the paint department under such circumstances shows to disadvantage.

Another important phase of this question is the fact that the clerk of to-day will be the dealer of to-morrow, and steps should be taken to acquaint him wth the knowledge which makes him efficient sales help so that as a store owner in years to come he will not be handicapped.

Sooner or later comes the day when the present store owner must relinquish the care and worry of the details of his business and leave them in the hands of the younger generation. Are you fitting someone on your staff to shoulder these responsibilities or are you leaving it to chance?

The successful hardware merchant of to-day has labored and worried through many hazards of business and has achieved a certain measure of success. He is probably getting along to the stage where he feels he is entitled to some relaxation from the strain, and rightly so. The question is whether he has so shackled himself to his business that his departure will bring chaos. If the clerk has been trained in the right way he will have the energy and initiative that characterized the success of his employer and will be able to carry on without a hitch.

In dealing with members of the sales staff it must be kept in mind that not everyone because they are clerks are deserving of the attention necessary to make them something better, for some will never be any better than truck pushers; they will never of their own volition push themselves any farther than they are urged by an employer. However, there are generally one or two clerks in the store who are made of the right stuff to benefit by the attention.

Has the Clerk Opportunity for Initiative.

What inspiration towards initiative has the clerk in your store? If he has none he will seek employment with someone who will inspire him to this end, and his loss will be felt in days to come when that ambition would be a help in taking care of the business.

At a convention of the Retail Hardware Association at Hamilton, Mr. Fallis, of the Sherwin-Williams Company, made the statement: "The great crying need of the business world to-day is for capable men; teach your clerks capability, initiative and courtesy, and develop their latent energies."

All the discussion of business conditions, prices, etc., will be of little avail unless there are capable men with ability to cope with business conditions that arise.

The ambitious boy enters your employ to get as much out of the job as he can; just as the employer entered the business to get as much out of it as he could. He will watch the employer and endeavor to emulate him at every turn where he recognizes some characteristic peculiar to an owner. He will look for every chance when opportunities appear and he looks for the right to grow into the employer's job when the latter is through with it. That is providing the boy has ambition and is really the kind who would be a successful manager, partner or owner.

The latent energy of every ambitious boy is something that can be developed by the employer to good advantage. If this is not taken advantage of he will place himself with someone who will, which explains to some extent the seeming restlessness seen among boys of about this age.

The development of capable young men is as great a problem as we have on our hands to-day, but unfortunately it is one which is receiving little attention. The ambitious clerk seeks responsblity; he is keen to take upon his shoulders some tasks that embodies accomplishment. He is hungry for the opportunity to point out something worth while that he has conceived and accomplished.

There are many departments in a hardware store that offer the chance he is looking for, and perhaps none offer any better opportunity than the paint department.

Not long ago a sterling old hardware dealer came to the advertising manager of a large paint manufacturer and requested that he put down in writing some of the more outstanding selling arguments and uses for his lines of paints and varnishes. His reason was that he was getting old and his memory was failing him, so he wanted the data written so he could use it for reference. This aged retailer has never conceived the idea of pushing the responsibility to younger shoulders in the handling of the paint department, for it had always been his hobby. A little persuasion from the advertising manager convinced him that by passing on his information to a promising clerk the department could be continued as profitably as ever and he could be released from the responsibility.

Every Man Has His Day

The days of every old-timer are numbered, as far as active participation in business is concerned, and he might as well let youth share the benefit of his ripened experience. Even the man in his prime can leave himself free to branch out into other channels if he will train the young fellows to take the responsibility and detail efficiently into their own hands.

The sale of paints and varnishes has come to the stage where both technical knowledge and a sense of service are requisite to its successful advancement. With the realization that paints and varnishes can minister to a fundamental economic need that is both national and individual, there is need for a fresh, ambitious viewpoint. Herein lies an immense opportunity for development for the ambitious sales clerk. It offers not only a chance for personal merchandising training and development but offers an opportunity for the development of the paint department.

Service to the Customer

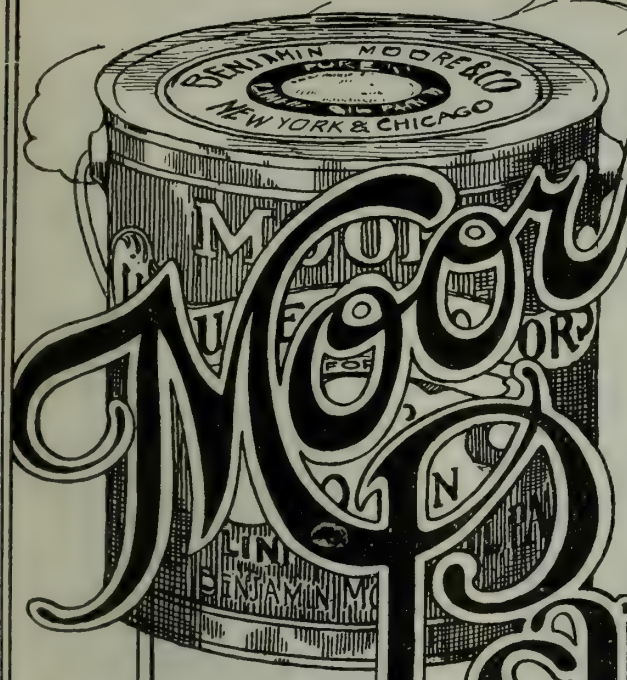
In the advancement of retail paint and varnish selling one of the greatest needs is a further knowledge of what these products can do in service to the consumer. This implies a more or less technical knowledge. There is much to be learned and the securing of the knowledge would fully justify the use of spare time to secure it.

Sooner or later the old man must realize that his time for new tricks is past. His part is to pass judgment from his riper experience on the venture of the young man. He can restrain overzealousness or encourage initiative and enterprise through the light of his own experience. It is an obligation to society which the old man must fulfill, to train the younger man to take up his share of work.

Sharing the responsibility of the paint department with the young man who is to be trained, is perhaps one of the most effective measures. If the store is not sufficiently large to delegate all of one man's time to the paint department, it may be made a starting point. The responsibility of paint and varnish buying and selling can be delegated to one clerk under matured guidance. When he has developed sufficiently another department may be added to his responsibility.

A departmental manager in a large

Continued on page 86



Moore's Paints

READY MIXED

Quality and Customer Satisfaction backed by a Guarantee to the Consumer:

"Guaranteed absolutely satisfactory or money refunded."

This guarantee is only one of the features which make Our Agency Proposition the very best. A Moore Agency means

BETTER PRICES - BIGGER PROFITS

Always glad to send color cards and prices on request

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C, Blakeney, 266 South St., Halifax, N.S.

Western Sales Manager
J. B. Cleveland, Box 821, Saskatoon, Sask,

The Brush Department

What Does Your Customer Know About Paint Brushes?

Very Little in the Average Case—Customer Judges Your Selling Ability by Your Knowledge, So Be Prepared

RENDERING the best service to the customer is perhaps a more important feature of present day sales of paint brushes than of the majority of other lines. The average man knows very little about paint brushes, of the difference between the various kinds and the purpose for which each is used. Here the hardware man and the hardware clerk can be of great assistance to his customer, providing he avails himself of the information and passes it on. Some information is outlined herewith which will be of value.

Put Brush in Paint First

A most important matter, and one which many painters have not learned, is never to put a new brush in water. After a brush has been in use it may be kept in water, but new brushes should never be treated to a bath, for the simple reason that the pores of the bristles absorb the water and then when the brush is put in paint the oil cannot penetrate. The water causes the bristles to swell and the result is unsatisfactory work. Once the pores of the bristles have been filled with the oil from the paint, however, no such trouble is experienced, no matter how much the brush is put in water.

Flat brushes of widths suitable for the various uses up to 5 or 6 inches wide, are more generally used than other forms because a greater amount of surface can be covered at a stroke. For painting sashes and other small surfaces small oval brushes with a chisel shaped end are most satisfactory. Varnish brushes are also made chisel shaped or slightly tapered instead of being square on the end as this allows the varnish or flow more evenly. For whitewash or kalsomine a very wide brush is preferable, as these are applied lightly to the surface and are not rubbed in.

The washing and cleaning of brushes is another subject on which the average user of paint is woefully ignorant, and on which the hardwareman who is well primed on the subject can give him some very useful information.

Brushes for applying oil paints should be well cleaned after using, though for keeping overnight it is generally sufficient to wrap them in several thicknesses of paper. Only a careless painter will leave his brush standing in paint overnight. Besides gumming the brush up the bristles are more or less bent, and the brush does not work well till after it has been used for some time the following day. Brushes should be cleaned with turpentine or coal oil after they have been used in oil paints; turpentine is preferable but coal oil is nearly as good, except where the brush has been used in a color containing turpentine.

Getting Them Soft

Perhaps the difficulty most frequently met with by the amateur painter is the brush that has become stiff and hard with gummed paint. The simplest way to free a brush of gummed paint is to place it in vinegar which is almost boiling. After moving it backwards and forwards for a few moments, the bristles will become soft and the brush can then be washed with benzine. If paint gets very hard in a brush one way to soften the paint and free the bristles is to soak the brush in raw linseed oil for 24 hours. Then put the brush in a pot of benzine and after a while work the bristles until they become separated, when the paint will soften so that it will wash out. Fibre brushes, such as are used for whitewashing, may be soaked in soda water and when soft washed out with soap and water and rinsed clean. The caustic in the soda, which would destroy the life of the bristle, does not affect the life of the fibre.

To keep brushes in good condition they should be hung on nails driven in the inside of a tub, partly filled with water, turpentine or raw linseed oil. The nails should be driven at a height to allow the bristles to be covered for about two-thirds of their length into the liquid, but in no case should the bristles rest on the bottom of the tub. When water is used care must be taken that the binding is not covered, as the water is likely to swell the handle and not the binding. Raw linseed oil is the best liquid n whch to hang brushes, but it is rather expensive.

If a brush has been used for shellac varnish it should be kept in alcohol or in the varnish itself. As a general rule a varnish brush may be kept in the varnish in which it is used.

Many painters, after cleaning their brushes, work a heavy lather of mild soap into them before putting them away. Whenever brushes are to be put away for any considerable time they should be cleaned and stored where it is damp enough to prevent shrinkage of the handles. When a brush has been hung in linseed oil care should be taken to work the oil out of the brush, as otherwise it will leak out and splash.

FORM PAINT CLUB

A movement has been under way in Montreal to organize a club for paint and varnish manufacturers, and others interested closely in the production of kindred lines.

HARDWARE AND METAL understands that arrangements have proceeded to the point where a club, to be known as the Paint and Varnish Club of Montreal, will shortly be formed. The object will be, as with other clubs, to afford well-appointed quarters for members, where they may enjoy the advantages to be derived from association, from time to time, with kindred "spirits."

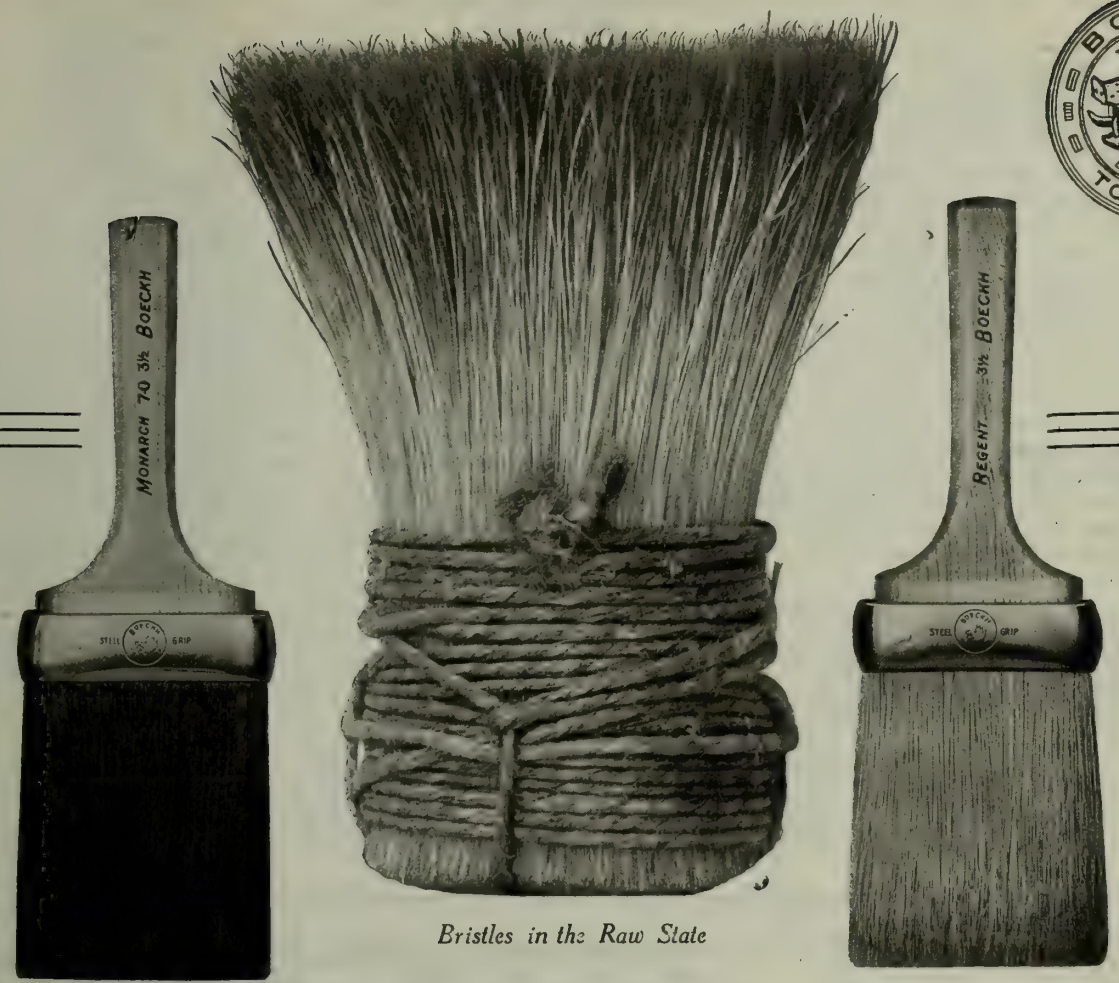
A committee comprised of Messrs. R. C. Misson, of the Sherwin-Williams Company of Canada, Ltd.; W. W. Ingersoll, of the Dougall Varnish Company, Ltd.; A. T. Black, of the Martin-Senour Company; W. S. McLennan, of the Brandram-Henderson Company, Ltd., and John Irwin, of McArthur, Irwin, Limited, have made a report to George Henderson, chairman of the Canadian Paint, Oil and Varnish Association, and it is expected that action will be taken shortly on these recommendations.

The objects of the club will be educational and social, and in the words of a well-known member of the committee, "It will be a magnet from which much good will radiate."

PAINT SALESMEN OF TO-MORROW

Continued from page 42

store was troubled over the problem of showing increased business one year over the previous year. Practically every plan had been used to achieve this result when he thought of the plan to increase the knowledge of paints among the clerks. He found that all of them needed larger knowledge of the make-up of paints and varnishes as well as a broader idea of their use. He thereupon secured pamphlets giving this information and distributed one each week to each clerk. Questions were then based on each pamphlet and prizes offered for best answers. The plan was rewarded by increased sales as result of his staff giving the trade much better and more satisfactory service. Another result was that the test singled out one young



Bristles in the Raw State

BOECKH
Quality Material

SINCE 1856, when the Boeckh factory was first established, an exceptionally high standard of quality has been maintained. Experts plan the brushes, experts select the material, and experts make the brushes.

With Boeckh's "Steel Grip" and "Rubber Set" brushes it is impossible for bristles to be shed. Your customers are pleased and contented with the delightful behaviour of Boeckh's brushes in actual service.

With floor brooms, household, toilet, horse, dandy, carriage, automobile, machine and factory brushes it's the same story of satisfied customers.

The Boeck Company, Ltd.

Toronto, Canada

Bristles Can't Come Out ***Established 1856*** *Every Brush Guaranteed*

man with special qualifications for advancement.

To achieve the desired result it is necessary to direct the minds of the staff to some definite goal and put some incentive into it. Why should the paint department manager try to keep all the information in his own head and try to successfully direct the energies of his staff without imparting any of his knowledge? Sometimes better results are obtained by outlining the general principles and letting the staff work out their individual application. It is merely a question of the difference between the big, prosperous store and the modest one-man concern which makes no progress. In the former there are men of energy and ambition who direct the efforts of others. The big employer attracts ambitious men who make money for him. The small guage store repels young men who might make money for it—but can't.

BUSINESS CHANGE

Webb, Sask.—F. K. Egerdie has purchased the hardware business recently owned and occupied by Henderson Bros.

RUST-PROOF STEEL FOR POTS AND PANS

Important Discovery by Sheffield Manufacturers——Stainless Steel Can Now be Hardened and Tempered

Kitchen utensils of rust-proof steel are now being manufactured in Sheffield, England, according to reports from representatives in the Old Country. Rustless steel, it is said, differs from ordinary carbon steel in that it contains a large percentage of chromium which renders the steel impervious to oxidation. When highly polished it is also said to resist the corrosive action of acids such as vinegar and orange juice and is not stained by vegetables. Up to a short time ago rustless steel was used only in the manufacture of table, dessert and pocket knives, because it was found difficult to harden and temper. The difficulty is now being overcome. The manufacture of this steel into pots and pans is the evolution of the work of metallurgists in hardening and tempering it. These stainless utensils will have a perpetual appearance of burnished steel and will not readily scale like iron.

TRADE ENQUIRIES

744. Electrical Fixtures.—One of the largest and most reliable concerns handling electrical fixtures in Holland would like to get in touch with Canadian manufacturers of switches, ceiling rosettes, lampholders, fuses, shade carriers, and ask for catalogues and price lists.

746. Wire Rods and Nails, Etc.—A London firm wish to hear from Canadian manufacturers of wire rods and nails, and wire of all kinds, including wire suitable for the manufacture of wire rope, who can offer immediate supplies for shipment to Roumania.

749. Enamelware.—A London firm desire to get into touch with Canadian manufacturers of enamelware.

750. Horseshoe Nails.—A London firm ask for the names of Canadian manufacturers of horseshoe nails.

754. West African Trade.—A Liverpool firm ask to be placed in touch with Canadian exporters of enamel and galvanized ware, iron bars, wire nails, locks, all classes of hardware, canned fruits, meat and salmon, etc. for direct export to West Africa.

How Hardwaremen Advertise Paints---No. 3

A SOMEWHAT novel idea has been worked out by John H. Lee, Oakville, Ont., in the paint advertisement shown herewith. A running story is used in conjunction with a number of clean-cut illustrations well placed, giving the whole ad. a catchy appearance. Under present conditions where house values are greatly increased over normal times, the statement that good paint lifts a small house, is applicable. True there are many owners of small houses who by the unstinted use of paint are bringing their houses into a higher price class. The data outlined in the advertisement indicates what colors are best to bring the desired result of "lifting" the house into a better class. Differing circumstances as to size, landscape, etc., are taken into consideration. The offer to give expert information as to color schemes is appreciated by the customer. Interior decorating and floor painting are also dealt with in the same manner. The ad. finishes off with an invitation to "come in and look around, anyway."

The Luxeberry Painter Says:

"VARNISH SHIFT IS FALSE THRIFT. To save a trifle per gallon on varnish some home builders will use or sanction the use of Finishes that are quite unsuitable and a spoiled interior results. I always try to steer my customers clear of this rock of mistaken thrift and insure a finish that lasts and satisfies by using Berry Brothers' Varnishes, Enamels and Stains."

It is the established confidence in "Berry" Finishes that has created and maintains the always increasing demand for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Buy Better Brushes

Do you order your stock with the view of satisfying your customers' demand for the best?

TRADE SIMMS SET IN RUBBER MARK **LATHER BRUSHES**

are the best brushes on the market.

They are the Lather brushes that go with high-class razors to complete perfect shaving outfits.

They are popular with all shavers because the bristles can not come out.

If you would fill the demand for Better Brushes, stock SIMMS LATHER BRUSHES.

Our catalog shows over 200 varieties. It will be sent to you on request.

We help our dealers with advertising, display cases, etc.

Our other products are also leaders in their lines.

Brooms	Shoe Brushes	Paint Brushes
Whisk Brooms	Stove Brushes	Scrubbing Brushes

Order from our nearest branch for prompt shipment.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office — St. John, N.B.

Montreal **Toronto** **London**

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 15.—Features of the week are those of a continued scarcity of linseed oil, and a poor outlook for turpentine delivery. Insecticides are also pointing upward with possibility of a scarcity. Flaxseed shipments from the Argentine, via the States, have been stalled as a result of the railway tie-ups in the States, and it looks as if oil will be scarce for a while yet. Some Canadian seed may come to hand soon, however. As far as turpentine goes, some have a fair spot supply, but there will be, in all probability, further delay in getting stock forward, in view of the labor troubles along the Atlantic coast, added to the transportation troubles. Paints and varnishes are active, particularly the latter. Some apprehension is felt regarding the outlook for raw materials.

No Relief Yet on Linseed Oil Supply

Montreal.

LINSEED OIL.—Transportation difficulties have intensified in the States, and this gives rise to a new difficulty in getting supplies forward from the Argentine. Seed is in transit and will arrive only when railway strike difficulties are cleared up. Even if the strike should be settled soon there will be a congestion that will take some time to relieve. In the meantime the report of the situation expressed by crushers is that "There is no improvement and seed still is very scarce." Prices are holding without change at $2.80 for raw oil, and $2.82½ for boiled. Some state that raw is to be had in fair quantities, but not boiled.

	Imp. Gal.
Raw—	
1 to 2 barrels	2 80
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 82½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Little Turpentine Is Coming to Hand

Montreal.

TURENTINE.—As far as the arrival of turpentine goes, there is practically none. Some have a fair amount of stock on spot, but these supplies will readily be reduced unless relief comes soon. An early improvement is not anticipated as the present labor difficulties with longshoremen and with striking railway men are bound to make the situation a difficult one for some little time, even should the strike soon come to an end. Quotations remain unchanged at $3.60 per gallon, single barrels.

Turpentine—	Imp. Gal.
Single barrels	3 60
Small lots	3 67

(Packages extra.)

Basis for Putty Shows No Change

Montreal.

PUTTY.—Jobbers are receiving a fair amount of request for putty and the movement is fairly active. Prices are steadily firm. and this condition gives no promise of change, whiting still being scarce and high in price. On pure linseed oil putty the position is particularly firm with oil so hard to obtain.

PUTTY—	5 ton	1 ton	Less than ton
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Enough Lead in Oil To Meet Trade Needs

Montreal.

WHITE LEAD IN OIL.—An active movement of white lead in oil is reported with ample supplies to meet these requirements. With pig lead holding firm and high the position of the corroded product is naturally strong and prices are fully maintained. Quotations to the trade are as follows: Five ton lots, per 100 pounds, $19.50; ton lots. $20, and in small quantities, $20.35.

Paint Manufacturers Still Receive Orders

Montreal.

PAINT AND VARNISH.—Many orders are still being received by paint manufacturers, and an active condition is reported for this season of the year. Once weather conditions permit of extensive outdoor painting, many repeat orders for paint will be received. In the meantime there is said to be a particularly active demand for varnishes, even greater than some of the manufacturers are able to fill with usual promptness.

TORONTO

TORONTO, April 15.—Paint markets show no active price changes this week, although several situations have developed which may have serious effect if not soon relieved. The local market is practically bare of turpentine; this also is the case with linseed oil, not sufficient seed is coming forward to crush. The tie-up of the railroads in the States is causing delay of many important commodities. Whiting is very scarce, from the source of supply to the merchant, and is holding back the manufacture of many lines where it enters as a basic material. Blue colors are hard to procure. Glue prices are showing upward tendencies. Putty, paris green, and arsenate of lead are holding very firm. Collections are very good and business is very brisk, notwithstanding the shortages which are prevailing.

Prices on Glue Are Of an Advanced Nature

Toronto.

GLUE. — Considerable activity has been noted in the markets of glue, and prices are steadily advancing. This affects mostly the common grades, although the higher grades are also affected. Jobbers state the demand for this quality is a very heavy one, and good volume of business is being handled.

Scarcity of Whiting Affects Water Paint

Toronto.

WATER PAINT.—The whiting and chalk situation continues to be a great letriment to the manufacturers of cold water paint, and manufacturers state they have great difficulty in supplying the present demand, and while a fair amount of business is being handled manufacturers state it is nothing like the business they could obtain were it not for the prevailing shortage of supplies.

Prepared Paint Firm Sales Continue Brisk

Toronto.

PREPARED PAINT.—The brisk demand for ready-prepared paint continues, and a good volume of this commodity is moving. It is believed that many merchants have been already experiencing active paint sales, and some sorting orders are already beginning to come in. Manufacturers are very well

As Good As Sold

To be labeled Glidden is as good as sold.

On Varnish it means "Green Label Varnish," a finish that is *known and used* by painters from coast to coast.

On Jap-a-lac this name signifies a sure result for your customer and a sure profit for you.

On Paint it is rapidly winning this same high quality reputation. With the first announcement that "*Glidden now makes paint,*" the Glidden reputation for quality was immediately attached to this new product. It is this Glidden reputation that will bring the demand. Your paint order will be *as good as sold* when you open the case. Glidden quality will keep the orders coming.

Write for prices and interesting literature.

THE GLIDDEN, COMPANY, LIMITED

Toronto, Ontario

Branch office and warehouse at Montreal, Que.

satisfied with the present outlook and have every confidence that this will be one of the best years they have ever experienced for some time. The linseed oil shortage is causing some concern and many are wondering when the lower prices will become effective. This shortage of linseed oil, it is stated, is caused by the inability of the crushers to secure sufficient seed.

Some Belgium Glass Coming Still Scarce

Toronto.

GLASS, both window and plate, continues to be very scarce. Although some jobbers state they have received some shipments from Belgium, they claim it is nothing like the quantity they would wish for. However, the present demand, although seasonably good, is not a heavy one in comparison with what is expected at a later season, and while jobbers can fairly well cover nearly all orders at present they are wondering what will be the outcome in the near future when the big demand starts in full swing. However, it may be that manufacturers will be able to supply larger quantities, although the present outlook is none too bright. The discounts being quoted at present are: Single and double diamond, 15 per cent. discount off the list, and cut lights 40 per cent. off the list.

Putty Prices Firmer Whiting Still Scarce

Toronto.

PUTTY.—Prices are gradually firming, and while many are not looking for higher prices, it is the belief of some that it will be inevitable unless further supplies of whiting come to hand. It may be with the opening of navigation that better transportation facilities will be available and that this situation will adjust itself. However, present prices are firm although no change has been noticed, and the quotations are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Local Turpentine Stocks Are Nearly Exhausted

Toronto.

TURPENTINE.—Local stocks are said to be almost exhausted and importers state that the freight tie-up in the States is seriously delaying shipments from the South. The reason that no change has been made in the price is said to be on account of no one having any quantity of spot turpentine to sell. The cold weather in the South is said to have delayed receipts there three weeks, and in some places more. The market in the South is a waiting one, with a sagging downward tendency, it is stated.

1 barrel lots	....	3 80
2 to 4 barrel lots	....	3 79
5 gal. lots	....	3 95

New Paris Green Prices Are Held eVry Firm

Toronto.

PARIS GREEN continues to hold at a very firm figure the prices which went into effect last week. Considerable business on this commodity has been moving lately, although jobbers are of the opinion that all in the trade have not been covered or specified their spring requirements. Should this be the case and the season be an extra heavy one, it is the belief of some manufacturers that a scarcity will be noted.

100-lb Lots—	per lb.
Barrels, about 600 lbs.	0 52
Kegs, about 250 lbs.	0 52½
50-lb. and 100-lb. drums	0 53
25-lb. drums	0 54
1-lb. packets	0 56
½-lb. packets	0 58
1-lb. tins	0 58
½-lb. tins	0 60

ARSENATE OF LEAD is also firm, and prices of both are as follows:

Dry Arsenate of Lead—	Per lb.
1 lb.	0 44½
5 lbs.	0 41
25 lbs.	0 39
100 lbs.	0 38
Paste Arsenate of Lead—	
1 lb.	0 34
5 lbs.	0 30
25 lbs.	0 28
100 lbs.	0 27
600 lbs.	0 26

No Flax Seed Coming Linseed Oil Scarce

Toronto

LINSEED OIL.—Owing to the tie-up of the railroads in the States, flaxseed is not coming forward in sufficient quantities, and it is stated that crushers have no seed to crush. One crusher stated that if he did not soon receive better shipments of seed that he would be forced to close down. Canadian seed is not available in any appreciable quantities, at least at present, it is stated. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

PITTSBURGH MARKETS

Continued from page 83

not continue on the present basis, or even get along with still higher wages and commodity prices. They do not assert positively that it can, but assert that no one can be sure that it cannot.

As to the steel market in particular, there are likewise widely divergent opinions. The monthly ingot report of the American Iron and Steel Institute, just issued, indicates that production of steel ingots in March was at the rate of about 45,200,000 gross tons a year, previous rates having been 44,200,000 tons in February and 40,650,000 tons in January. The March output was much larger than had been expected, for there were various operating difficulties, particularly car shortage. Incidentally, the showing suggests that the real capacity of the country is nearer 55,000,000 tons of steel ingots a year than the 49,000,000 or 50,000,000 tons estimated until quite recently.

From this large output in March opposite conclusions are drawn. One conclusion is that when output was so large, with shipments slightly exceeding output as a little of the steel accumulated at mills in January and February was moved, and with some shipments long on the road reaching consumers, the rate of consumption is seen to be extremely large, and much greater than was assumed, on the basis that all this steel was absorbed without steel becoming plentiful, for the appearances are that steel is still scarce. The argument continues that if the present lines of consumption can absorb so much steel, there will be a scarcity when the railroads come to taking large quantities and when something like normal quantities are absorbed in large construction projects generally. Accordingly steel prices will not decline but will rather advance.

The opposite argument is that whether or not one can observe a diminution in the scarcity of steel the heavy shipments must be making steel more plentiful, since there is much more steel being produced than buyers expected when they pushed up the market by bidding against each other. Accordingly, steel prices will soften, and in the not distant future, even though later on heavier buying might come. The softening would be by way of independent prices dropping to the Steel Corporation level, not of the Industrial Board price schedule itself yielding.

Thus there are opposite conclusions from the same general premises. Meanwhile the market is very quiet as to transactions outside the Steel Corporation sales.

WILL TURPS GO TO $4.00?

The markets are very firm on turpentine, and the tendencies are strongly upward. Present low quotations are $3.50 per gallon in single barrel lots, and some are beginning to feel that there will be no lowering of this price. It has been expressed in some quarters, indeed, that higher prices will prevail. Advices in one or two quarters suggest that as much as $4 per gallon will be asked for turpentine before any lower price is effective. Turpentine is a scarce commodity, and when the spring painting starts, unless supplies are augmented soon, there will be still less chance of getting uninterrupted delivery, together with a strong probability of higher prices becoming effective.

The Varnish That Can Be Washed With Hot Water and Soap

That's the Varnish for you to sell. The Varnish that is as impervious as glass to boiling hot water, the Varnish that constant washing will not turn white or injure in any way.

Dougall UNIVERNISH

is the one best Varnish for anything that needs varnishing. Hot Water-proof, Ammonia-proof, Soap-proof, Steam-proof. Indoors or out. For furniture and floors, for boats, yachts, automobiles—wherever the wear is hardest—that's the place for Univernish.

No fear of Univernish collecting dust on your shelves. Its quality keeps it moving. And our window trims and display cards act as constant reminders of that quality. It will pay you well to put in a stock of Univernish. Write us to-day for particulars and prices.

"Save the surface and you save all" *Paint & Varnish*

The Dougall Varnish Co., Limited

MONTREAL

Associated with Murphy Varnish Co., U.S.A.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk.	Lesmok	Smkless.
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.....	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base a... to list as follows:

Group 2....	**$ .25**	**Group 3....**	**$ .50**
Group 4....	**.75**	**Group 5....**	**1.00**
Group 6....	**1.25**	**Group 7....**	**1.75**
Group 8....	**2.25**	**Group 9....**	**2.75**
Group 10...	**3.25**		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	20 00
No. 3, doz...........	22 50
No. 4, doz...........	24 50
No. 5, doz...........	27 00
No. 6, doz...........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELLS (Farm)

No. 1 x 40, lb..............	$4 00
No. 2 x 50, lb..............	5 00
No. 3 x 60, lb..............	7 50
No. 4 x 100, lb..............	10 00

F.O.B. Montreal, Toronto.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	**$ 6.00**	**18/16.....**	**$12.00**
4/16.....	**5.00**	**19/16.....**	**14.00**
5/16.....	**5.00**	**20/16.....**	**14.00**
6/16.....	**5.00**	**21/16.....**	**16.00**
7/16.....	**5.00**	**22/16.....**	**16.00**
8/16.....	**5.00**	**23/16.....**	**18.00**
9/16.....	**6.00**	**24/16.....**	**18.00**
10/16.....	**6.00**	**25/16.....**	**21.00**
11/16.....	**7.00**	**26/16.....**	**21.00**
12/16.....	**7.00**	**27/16.....**	**24.00**
13/16.....	**8.25**	**28/16.....**	**24.00**
14/16.....	**8.25**	**29/16.....**	**27.00**
15/16.....	**9.50**	**30/16.....**	**27.00**
16/16.....	**9.50**	**31/16.....**	**30.00**
17/16.....	**12.00**	**32/16.....**	**30.00**

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 10	$10 00
1—18 x 24	9 80	11 75
2—18 x 28	11 00	13 75
3—20 x 30	12 60	16 50

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	....
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	....
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., extra heavy	**$14 00**
30-gal., standard	**12 00**

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ **in. dia. and** smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ **in. dia. and** smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 55%. Tire Bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb....11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base......	0 45

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4; single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
F.O.B. Montreal, Toronto, Hamilton.	
Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	Doz.
18—100 ft. lengths.........	$7 20
18— 50 ft. lengths.........	4 00
19—100 ft. lengths.........	6 10
19— 50 ft. lengths.........	3 55

F.o.b. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties; plus 15%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	**$2 15**
100	**3 00**

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.............	**$34 80**
2 ft. 10 in., doz.............	**35.40**
3 ft. x 7, doz...............	**36.00**

F.o.b. Toronto.

DRILLS—

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank. List each.

⅛.........	**$0.45**	**19/32......**	**$1.30**
5/32....	**.45**	**⅝.........**	**1.30**
3/16.....	**.50**	**21/32......**	**1.40**
7/32.......	**.55**	**11/16......**	**1.50**
¼.........	**.60**	**23/32......**	**1.60**
9/32.......	**.65**	**¾.........**	**1.70**
5/16.......	**.70**	**25/32......**	**1.80**
11/32......	**.75**	**13/16......**	**1.90**
⅜.........	**.80**	**27/32......**	**2.00**
13/32......	**.85**	**⅞.........**	**2 [illegible]**

THIRTY-FIVE
Years' Reputation

Is back of every pound of

Harris Heavy Pressure

BABBITT METAL

And the same applies to all the goods we make

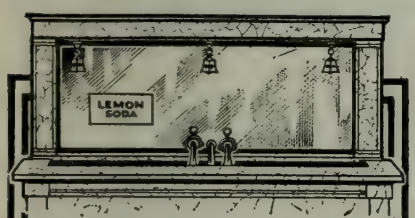
WE ARE THE LARGEST MANUFACTURERS of White Metal Alloys IN THE DOMINION and can give you close prices on

Babbitt **Solder**
Lead Pipe **Sheet Lead**
And all Ingot Metals

LET US KNOW YOUR REQUIREMENTS

The CANADA METAL CO., Limited

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER



Some Recent Installations of Arnett Soda Fountain

The most highly developed fountain in the world.
The T. Eaton Co., Ltd., Winnipeg.
Liggett's, Portage Ave., Winnipeg.

The two largest and finest fountains in Canada.
Liggett's, Fort Rouge.
Owl Drug Co., Winnipeg.
Connel & Co., Winnipeg.
Rose Tea Room, Regina.
Green Lantern, Medicine Hat.
Monarch Drug Co., Medicine Hat

Ask us for literature.

Thomas Lewis Arnett
Souris - - Manitoba

ARNETTIZE YOUR STORE

CASE TIRE TOOL - EASY

Takes off—puts on Clincher Tires quickly New great invention. Also **Case Rim Tool** takes rims off tires. Malleable. Ask any dealer, or send **$4.50** to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.

LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer	50
Kearney & Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 17½%; cast bushings, 17½%; unions, 32½%; flanged unions, 2½%; pound goods, add 25%; plugs, 15% off list; couplings, 4-in. and under, 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 65	0 80
B	0 28	0 38
C	0 19	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Bi-Treadle, each	7 00

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$24 00
Do., 9-16 in.	36 00
Jute, 7-16 in.	18 60
Do., 9-16 in.	31 80

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 25%. All fork, hoe, rake, shovel and mall D handles, plus 10%. All other handles plus 10%. All doubletrees, 2½ x 4½ x 4 ft. and under, less 10%. All whiffletrees 3 in. x 36 in. and under, less 10%. All neckyokes 3 in. x 42 in. and under, less 10%. All other neckyokes, whiffletrees and double-trees, net list. Wood hay rakes, horse pokes, 10%. Pike poles, ash or maple, plus 20%. Terms, all goods f.o.b. factories, 2% 30 days, net 30 days.

O-Cedar Mop Handles, less 20%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	14 00
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Canadian Beauty Electric Irons—New Style, each	5 44
Hotpoint Domestic Electric Irons, each	5 25

F.o.b. Montreal, Toronto, London. Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 38
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

		Dozen
Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby $4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	2 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 1	13 00
Popular, No. 2	12 50
Economic	
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	48 75

MOPS

		Doz. Net
Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Toronto, Hamilton, Milton, $5.75 base.

F.o.b. Montreal, $5.80 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $6.00 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

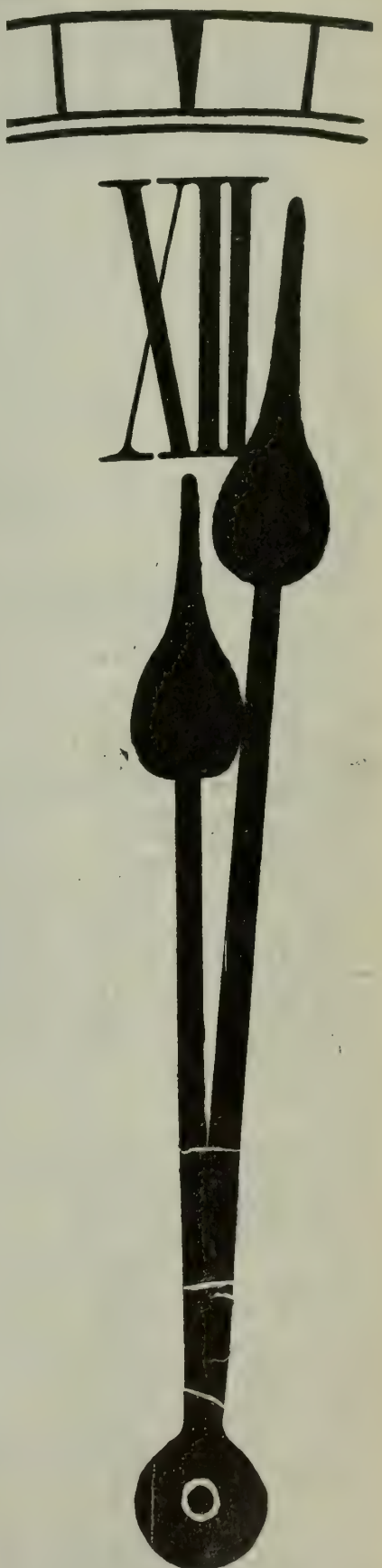
NAILS, CUT

London, $7.00 base; Toronto, $6.75.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton, $11.75.

"On Ramsay's Paint the Sun Never Sets"



You cannot afford another minute!

It is the part of wisdom to order your supply of Ramsay Paints and Varnishes in time; this promises to be the greatest building and painting season in Canada's history. Building permits for more than $75,000,000 of work have been issued.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 78 years

Toronto MONTREAL Vancouver

DISTRIBUTORS—Edmonton District: Revillon Wholesale Limited, Edmonton. **Calgary District:** The McDonald-Baker Co., 818 8th Ave. W., Calgary. **Nova Scotia District:** Jas. Simmonds, Limited, Halifax, N.S.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch... 20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mess and 22 ga. wire.

24 inch...$16 50 36 inch...$24 00
30 inch... 20 10

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.

Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20
Black oil (winter)	0 20½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Standard gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 16
Fuel oil tank cars, net	0 14

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$4 60
3 Hoop	4 85
Stable	7 65

PAPER

Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	**0 12**	**13½**
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$23 00
2-lb. pkgs., gross	44 00
In barrels, 250 lbs., lb.	0 13
Barrels of 5 lbs. cotton bags lb.	0 14
In kegs, 125 lbs., lb.	0 15
In 50-lb. boxes, lb.	0 17
In 25-lb. boxes, lb.	0 18

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld
Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld
Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares. etc.

PITCH

Pine, black, per bbl.	$10 50
Navy pitch, per bbl	6 50
Coal tar pitch, per cwt	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. **Montreal, Toronto, London.**

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1 ply	$2 25
Everlastic, 2 ply	2 65
Everlastic, 3 ply	3 05
Panamoid, 1 ply	2 10
Panamoid, 2 ply	2 45
Panamoid, 3 ply	2 80
Red Star Ready Roofing, 2-ply	2 10
Do., 3-ply	2 50
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 80
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, **12½% off list.**

Star sandpaper, **12½% off list.**

B. & A. emery cloth, 52½% on list.

F.o.b. **Montreal and Toronto.**

SCALES

Champion—	**Scale List**	**Stamping extra**
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	40
Hexagon cap	20

New Profit Makers

The dealer who has the Exclusive Agency and who identifies his store with the strong national advertising campaign will reap a rich harvest on

Kyanize
KY-AN-IZE

VARNISHES and ENAMELS

NEW advertising features are offered to increase your trade.

NEW display matter is ready to aid you in connecting up with our advertising.

NEW products make possible a greater increase in your Kyanize profits.

All These for One Exclusive Agent in Each Locality

This is the most extensive campaign we have ever devised for our Exclusive Agents. Kyanize Agents should wait for our salesmen before placing any Spring orders — if you can't wait, write us for particulars to-day.

Live Dealers—Write for Details

In towns where there is now no Kyanize Agent we have a proposition — a money-maker for one hustling merchant. If you're the man, WRITE US TO-DAY.

BOSTON VARNISH COMPANY
Everett Station 49, Boston, Mass.

Chicago
Warehouse and Office
519 W. Roosevelt Road

San Francisco
Warehouse and Office
269 Eighth Street

Beatty Bros. Limited Bulletin

Never Injures the Clothes

On the Time Saver, you can raise the dolly independently of the lid. This means that the dolly can be freed from the clothes; so that it does not drag them up when the lid is raised. In lowering the lid, hold the dolly up, and then drop it right on the centre of the clothes. The clothes are not scooped over to one side of the tub.

One big reason why you will find it easy to sell Electric Washers is *that they are easy on the clothes.*

This is particularly true of

THE TIME SAVER Electric Washer

There is no rubbing to wear away the clothing. The dirty clothes are just revolved in the hot soapy water and are thoroughly cleaned *without wear.*

Because of the movable dolly there is no risk of even the finest pieces being torn. (See small illustration).

In these days of expensive clothing, your customers will appreciate a machine which will wash without rubbing and will not damage the finest linens and laces.

BEATTY BROS., LIMITED

Fer us, Ont., Winnipeg, Man., Montreal, Que., London, Ont., Edmonton, Alta., St. John, N.B. Vancouver, B.C., London, Eng., 16 Holborn Viaduct

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel	$17 25
Golden Clipper	18 20
Little Giant	19 25
Bush	17 75

SNATHS Doz.

00 Patent	$14 00
1 loop	13 50
2 loops	13 00
3 loops	11 85

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga.	10 10	....

F.O.b. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M. $12 50

STANDS, WASHTUB—

Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)

Kegs 7 10

STOVES

Oil Burning Cooking — List each

Perfection No. 32, 2-burner	$25 00
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net 5 00

Detroit Glass Front Oven, No. 85, each, net ....

F.O.B Sarnia London, Toronto, Ottawa.

Oil Burning Heaters — List

No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS Discount

Wire Tacks	70%
Revised Hardware Tack List adopted Jan. 30, 1920	70%
Double-pointed tacks	65-10%
Shoe findings list adopted Dec. 15, 1919	Net list
List of Capped Goods adopted Jan. 1, 1916	70%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 44
Upright, with rack	6 40

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	0 19
Brackets for above, per doz.	1 72
National Flat Track, 1¼ in. per ft.	0 12

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.		Per 100 ft.	
8 in.	$6 90	16 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	3 50
Jump, No. 1	3 70
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$24 00
No. 1, per dozen	21 00
No. 2, per dozen	19 00
No. 3, per dozen	16 00

F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	....
Cones, 3-ply, lb.	....
Do., 4-ply, lb.	....

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	34%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	32%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, standard	Net list
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	5-9%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 5%

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	net list
Gate Valves	5 and 2½%
Regrinding Valves	add 5%
Swing Check Valves	add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list, plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list, plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.

F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00, 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.00; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in., $18.00; 1 1-1½ in., 1⅛ in., 1¼ in., 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5.00	$4.20	$5.00
Section, ½ lb., per 100 lbs.	5.00	4.75	5.00
Solid, 3 to 30 lbs., per cwt.	3 25	3.50	3.10-4.00

WHEELBARROWS

Navvy, steel wheel, doz.	$63 00
Garden Steel, doz.	72 00
Light garden, doz.	60 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 -
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base	5 75
Bright base	5 75

Galvanized price on application.

Coil spring on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18	$9 00
No. 19	9 50

Fine wire, list plus 30%.

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151	92 80
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB	154 00
Challenge, No. 311E	100 30
Warranty	120 80
Bicycle	109 30
Safety	103 50
Eze	99 80
Rapid	90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 255

THE "CANADA" ALL-STEEL REFRIGERATOR

Our attention has just been directed to a new product made by the old reliable firm, **J. SAMUELS, Toronto**—an ***ALL-STEEL REFRIGERATOR.***

Needless to say it's almost everlasting, being made from the ***Best Galvanized Sheets.***

It looks like a good thing to me.

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Look for Talk No. 256 Next Week

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE

	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)

	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	30-32
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

1 lb. tins—	
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)

	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperiac	4 15
Invincible	6 90

GLUE

	Per lb.
English sheet	0 35-0 40
White pigsfoot	0 50
Cake bone, 112-lb. bags	30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	66 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)

	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett Products

	Mont.	Tor.
Elastic Carbon Paint—		
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s(per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates of 2 doz., 8-oz., doz.	1 50	
Crates of 6 doz., 8-oz., doz.	1 40	
Crates of 12 doz., 8-oz., doz.	1 35	
Crates of 2 doz., 16-oz., doz.	2 50	
Crates of 6 doz., 16-oz., doz.	2 35	
1-gal. cans, gallon	1 75	
5 and 10 gal. cans. gal.	1 50	
Barrels and ½ bbls., gal.	1 10	
Carbosota Liquid—		
Barrels	0 55	
Half barrels	0 60	
5s and 10s, gal.	0 70	
1s (case 12 gallons), case	9 50	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES

	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	[illegible]
Mar-not	4 40
Quick Action House	[illegible]
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	[illegible]
Kyanize Cabinet Rubbing	[illegible]
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 [illegible]
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 96
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 24

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B.	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX

	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

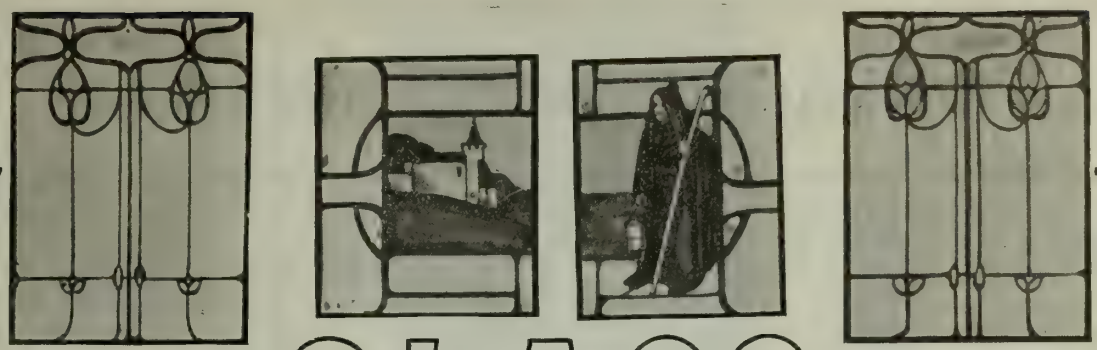
Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	$3 00

Stocks very light, prices nominal.

WOOD ALCOHOL

	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS

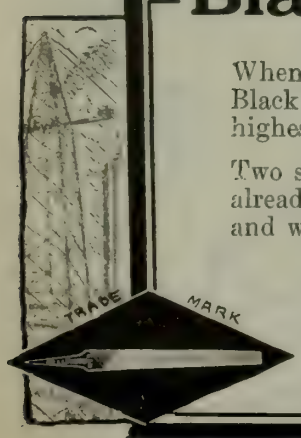
GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless,$7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

8/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, per case, 8 doz., $10.60 per doz., $1.25; B, per case 6 doz., $9.30; per doz., $1.70.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 15c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ⅛ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.
Conductor pipe, 2 in., per 100 ft. $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES

Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

5% off list.

KNIVES—HAY

Heath's	$13 25
Lightning	18 25

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.66.

LEAD WASTE, $17.46, lb. tins.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.15 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...$13 00
Clipper, unspun, bale 50 lbs. 12 25
Plumbers', bale 50 lbs....... 6 75

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT IRON

Per 100 ft.	Black.	Galv.
¼ inch	$ 5 36	$ 7 65
⅜ inch	5 45	7 79
½ inch	7 29	8 96
¾ inch	9 18	11 48
1 inch	13 59	17 01
1¼ inch	18 41	23 00
1½ inch	22 01	27 50
2 inch	29 61	37 04
2½ inch	48 02	60 03
3 inch	62 78	78 45
3½ inch	79 70	98 60
4 inch	94 41	116 82
4½ inch	109 98	136 04
5 inch	128 43	160 34
6 inch	166 82	207 90

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

The Year Round

Customers appreciate the usefulness of Silkstone. Jog their memories and tell them the facts.

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

Let Us Show You How An Agency Will Boost Your Turnover

G. F. Stephens & Co., Ltd.

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Stephens'

REGISTERED TRADE MARK

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4-oz.	2 00
12-oz.	4 00
1-quart	8 40
6-gal.	14 40
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

Five-lb. assorted boxes, No. 8, 74c; No. 9, 77c; No. 10, 79c.

Copper burrs, No. 8, 66c lb.; No. 10, 72c; No. 12, 77c.

ROOFING	1-ply	2-ply	3-ply
Klingon	$2 65	$3 20	$3 80
Winner	2 75	3 25	3 90
Comfort	2 90	3 40	4 10
Induroid	3 20	4 00	4 60

ROPE

Sisal, 26¾c base; pure Manila, 40¾c base; British Manila, 32¾c base; lath yarn, 24¾c base; African hemp, 32¾c base; cotton rope, ¼ and over, 75c lb.

Tarred Marline hanks, per lb. 50c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell).

30% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES—	Doz.
Bramble	$.....
Bush	16 25
Excelsior	.....
Cast	15 75

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.45 per doz.; D.H. Rd. Pt., $14.45; L.H. Sq. Pt., 14.45; L.H. Rd. Pt., $14.45; Bulldog & Jones, D. H. Rd. Pt., $17.00; D.H. Sq. Pt., $16.75; L.H. Rd. Pt., $17.75; L.H. Sq. Pt., $17.75. Black Cat and Crescent Scoops—No. 4, $19.55 doz.; No. 6, $20.05; No. 8, $20.60; No. 10, $21.10. Moose & Jones Scoops—No. 4, $21.00; No. 6, $21.55; No. 8, $22.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.00 flat, Fort William; $6.50 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.00 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $5.75 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, $6.00. Mild, 3/16, ¼, 5/16, $6.50 base. Round, square, flat, up to and including ¼, ⅜ to 2-in., $6.00 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.25 base; Round over 3-in. to 6-in., $6.75 base. Band steel, $6.00 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$21 35	$26 40
No. 1	18 80	22 65
No. 2	16 40	18 80
No. 3	14 00	15 95

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheetiron Ware, list plus 46%.
Light Galvanized Pails, plus 52½%.
Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.
Jap. Coal Hods, list plus 62%.
Galvanized Coal Hods, list plus 77%

WASHERS—

Iron, small lots, 50% off list plus $1.50; full boxes, iron, 50% off list plus $1.00.

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.50 Winnipeg, $7.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 25
8 inch	1 40
10 inch	1 56
14 inch	2 20
18 inch	3 12
24 inch	4 55
36 inch	8 44
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$4 20	$4 50
No. 2	5 75	6 00

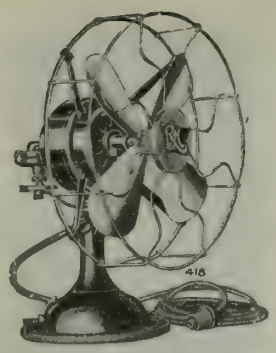
Hardware and Metal's Audited Circulation

There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal Toronto Winnipeg



ROBBINS & MYERS

OSCILLATING NON-OSCILLATING AND CEILING FANS

FOR RELIABILITY AND LONG LIFE

Robbins & Myers fans cannot be surpassed. Every fan is guaranteed by the manufacturer, so you take no chances when you recommend them to your customers.

Made of drawn steel, the frames are stronger than cast iron frames, which are more than twice as heavy.

Quiet in operation, they are as nearly noiseless as a fan can be made. They are ideal for the home, office, hospital, or any place where silent operation is desirable.

Write for 1920 prospectus and book of sales helps.

GREAT WEST ELECTRIC COMPANY, LIMITED
WINNIPEG

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—
We expect you BUY on a PRICE and SERVICE basis, goods being equal. If you do, you MUST purchase from us. We can sell you CHEAPER and deliver QUICKER than any house east of us.

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

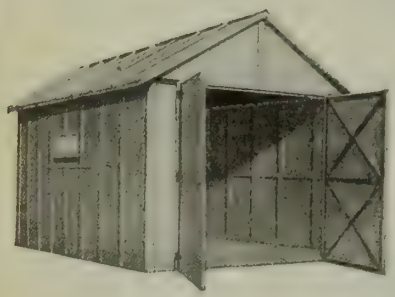
Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Steel · Clad Garages

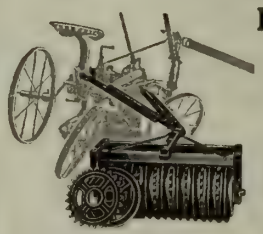


Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door 28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

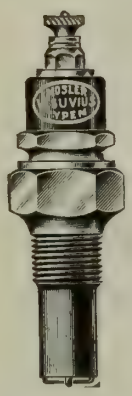
Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

MEHASCO



MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

Let us show you how easy it is to soder aluminum

You should use Allen Alumi-Flux and Allen Alumi-Soder for your own repair work; as well as selling these handy sticks to motorists and others.

Send for sample.

Bissett & Webb, Ltd., 126 Lombard St. Winnipeg, Can.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

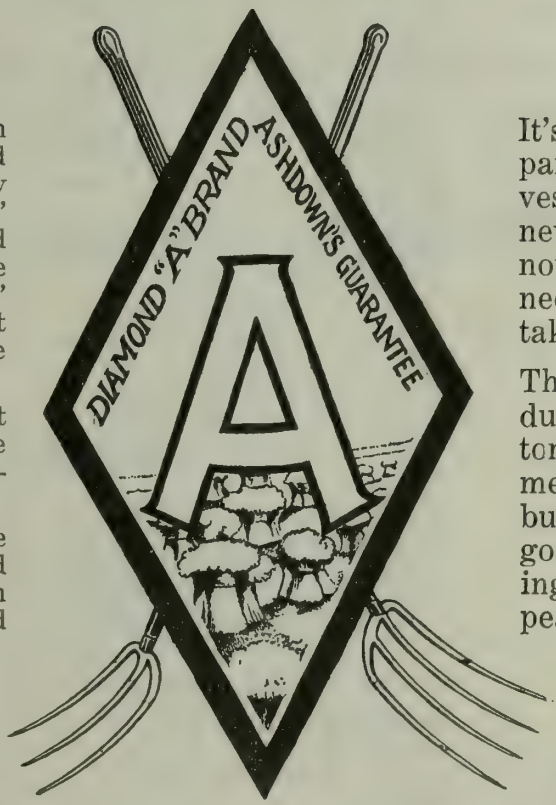
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Diamond "A"

Harvest Tools



There is a vast difference between buying just Harvest Tools and Diamond "A" Harvest Tools. By stocking up on Diamond "A" Harvest Tools you can be assured of every sale producing absolute satisfaction. The Diamond "A" Brand is a mark of quality that farmers have come to recognize as better service in Tools.

The tines are made of the highest grade steel. The handles are extra choice selected tapered pattern.

These popular tools give definite satisfaction and service in use and represent strength combined with durability. The quality and reputation are unsurpassed.

It's "Good Business" on your part to sell Diamond "A" Harvest Tools—the farmer was never more prosperous than now and harvest tools are a necessity to agricultural undertakings.

The sale of Diamond "A" products strengthens your customers' opinion of your judgment and the character of your business. It insures customer good-will and steadily increasing business and assured repeat sales.

Includes Ashdown Service

The instant your order is received by the Ashdown Organization you begin to participate in that helpful co-operative service that has been developed in the Ashdown establishment for more than fifty years.

It is a distinct and very valuable asset to have the Ashdown Diamond "A" behind you in handling any of the remarkably well-known, serviceable and salable lines offered under the Ashdown trademark.

Write Us for Special Information and Prices

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hydon Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Motor Products Ltd., Winnipeg, Man.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
J. D. Adshead Co., Winnipeg.
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Edgar C Guthard Co., Chicago, Ill.
Gutta Percha & Rubber Ltd., Toronto.
Robert H. Hassler, Ltd., Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc. New York.
Wm. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The Prentiss Wabers Stove Co, Grand Rapids, Wis.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Standex Corporation, Chicago, Ill.
The Stanwood Equipment Co., Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Baseball Bats
St. Marys Wood Specialty Co., St Marys, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belt Dressing
Commercial Oil Co., Ltd., Hamilton.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cortland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

THE HALIFAX HERALD
The Daily Mail and The Daily Colonist.
THE OTTAWA EVENING JOURNAL
QUEBEC TELEGRAPH
Manitoba Free Press
Edmonton Journal
LE SOLEIL
The Hamilton Spectator
LA PRESSE
Family Herald and Weekly Star.
Free Press Evening Bulletin
THE CALGARY DAILY HERALD
THE SYDNEY DAILY
The Planet
The Brantford Expo
Free Press
MEDICINE HAT N
DAILY TIMES
The Daily Clea
MORNING LEADER
Telegram
THE CHARLOTTETOWN GU
THE VANCOUVER DAII
Sherbrooke Dai
ADVOCATE
JOURNAL
Agricultural Weekly
Overalls
CANADIAN HOME JOURN
PRICE 20 CENTS
THE EVENING MAIL
PUBLISHED EVERY WEEK. $1.50 PER YEAR
FARMER'S ADVO
LE JOUR
D'AGRICU
The CANADIAN FARMER
POWER
PURITY OATS for Porridge
PURITY FLOUR for Bread
JOURNAL
RICULTU
HORTICULTURE

These Leading Newspapers

——Farm papers and Magazines, circulating all over Canada, now, during the spring renovating season

Carry Large Advertisements For Maple Leaf Paints and Varnishes and Floglaze

——making more sales and easier sales for dealers who carry these popular lines.

Information regarding our dealer proposition, and prices, will be sent on request.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

"Save the surface and you save all" Paint & Varnish

THE BUYERS' GUIDE

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.
Edgar C Guthard Co., Chicago, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Barrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
A. E. Bregent, Ltd., Montreal, Que.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Mfg., Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
The Otterville Mfg. Co., Ltd., Otterville, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
The Barton Gillette Co., London, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
Albert Martin & Co., London, Eng.

Closets, Sanitary, Chemical
The Wakyte Mfg. Co., Winnipeg

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

"61" Dealers Get the Big Ones!

WHOPPERS! — and they *don't* get away! On the contrary, sales come thick and fast. There's no nerve-racking, profit-sacrificing angling for business with "61" Floor Varnish. It is simply a case of selling a quality product to meet a demand created and sustained by high-grade national advertising.

This advertising — begun twelve years ago — has built up a reputation for "61" as *the dependable* heelproof, marproof, waterproof floor varnish.

People have been finishing their floors with "61" for over thirty years. They know how it will "stand up." These lustrous, semi-transparent colors stain and varnish in one operation. They are smooth, clean and clear, and stand out in a class by themselves! "61" Floor Varnish *moves fast* because it is *known* as *the* all 'round, high-grade household varnish.

Effective dealer helps tie up live dealers' stores to the national advertising and assure steady sales and satisfactory profits.

Write today for the details of the very attractive Dealer Proposition.

PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH
for Floors, Furniture and all Woodwork
Made in Natural Wood Stain Colors

THE BUYERS' GUIDE

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Edward E. Johnson, Inc., St. Paul, Minn.

Coupling, Steel Rod
Edward E. Johnson, Inc., St. Paul, Minn.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coughlin & Co., Montreal

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. McFarlane & Co., Limited, Montreal Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bowden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal. Que
Wheeler & Bain, Toronto.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.
Fisher Wilkie Co, Ltd., Sandwich, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd.. Hamilton. Ont.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Campbell Agencies, Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
The Phenix Mfg. Co., Milwaukee, Wis.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

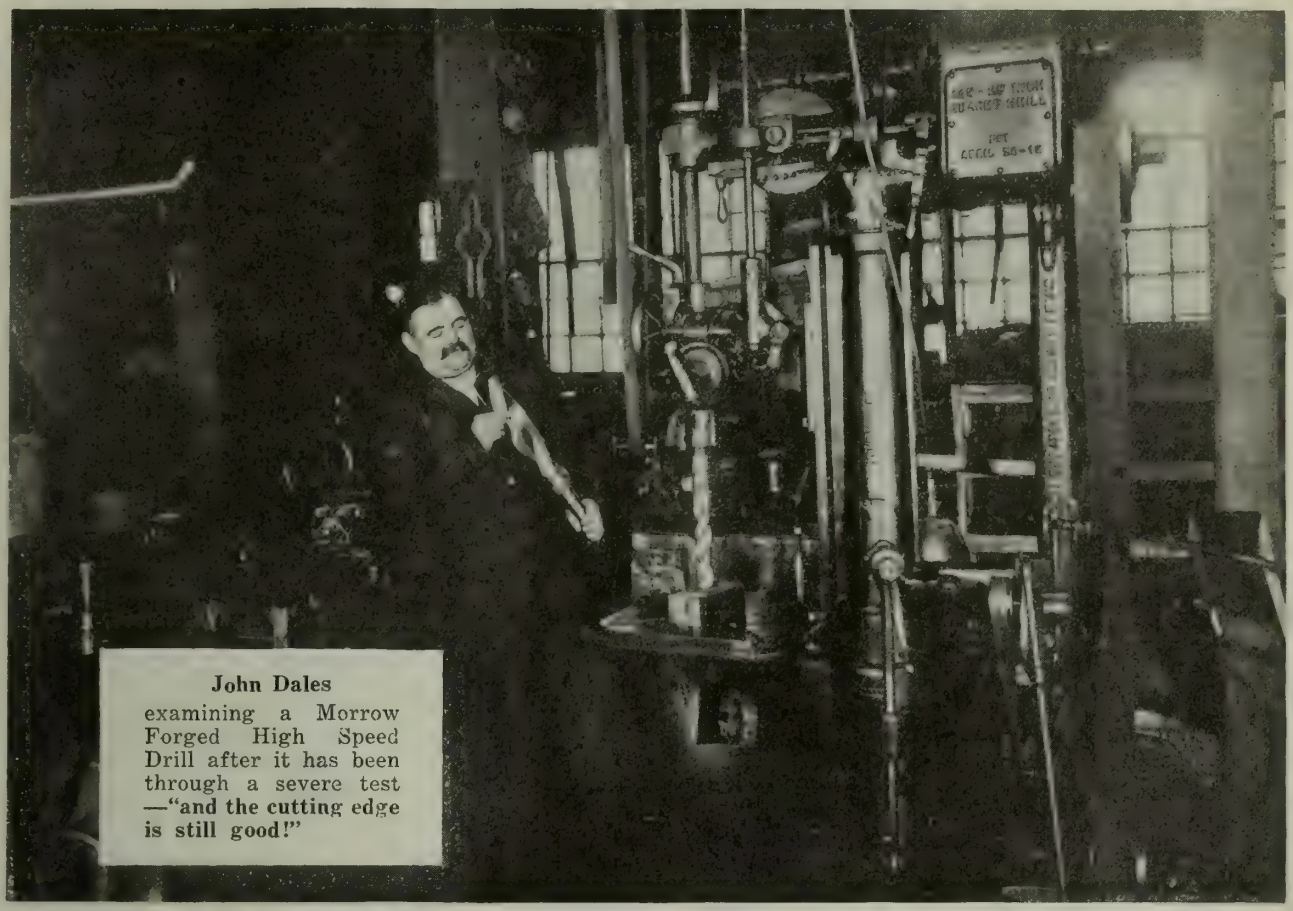
Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
D. J. Ladd & Co., Winnipeg.
Alex McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.



John Dales
examining a Morrow Forged High Speed Drill after it has been through a severe test —**"and the cutting edge is still good!"**

Conquer the Toughest Metals

THERE'S a feeling of respect and admiration — almost affection—on the part of mechanics for Morrow High Speed and Carbon Twist Drills. At some time in his career the experienced mechanic has pulled out of a "tight corner" by the help of these reliable drills and has a friendly feeling for them ever after.

It is this friendly attitude toward Morrow High Speed and Carbon Twist Drills that accounts for the merchants' success with them everywhere.

Made from hammered steel bars, Morrow tempered. These dependable tools are easily sold and the store that handles them is sought for. Every drill is fully warranted.

John Morrow Screw & Nut Company, Limited

Ingersoll *London, England—7 Hop Exchange Southwark St., S.E.1.* **Canada**

"Oldest, Largest, Best Equipped Plant in the Dominion Manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts"

"Sole Distributors for the Ingersoll File Company's Files"

TRY YOUR JOBBER FIRST

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London. Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Ltd., Toronto.
B. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stevens & Co., Ltd., Winnipeg.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal. Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The American Grinder Mfg. Co., Milwaukee, Wis.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lewis Bros., Ltd., Montreal.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

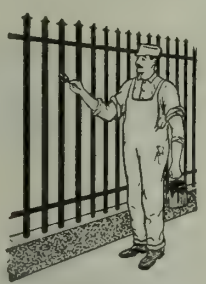
Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell them that you are the man they want to do business with.

Everjet Elastic Carbon Paint



A black carbon paint for industrial purposes. Probably no other paint on the Canadian market has ever enjoyed the same popularity and now fills so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten (10) years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smoke-stacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: Barrels (about 40 gals), ½ Barrels (about 20 gals.), 5 and 10-gallon Cans, and 1-gallon Cans, Lithographed (cases of one dozen).

Everlastic Liquid Roofing Cement

During 1920, we predict an unprecedented demand on dealers for *Roof Repair Materials* due to the extreme scarcity and consequent high cost of Roofing Felts and "Rubber" Roofings.

Everlastic Liquid Roofing Cement is unequalled for resurfacing and renewing the life of all kinds of old or worn-out Prepared or "Rubber" Roofing.

It is sold in all sized packages from 1-pint Cans (as in rolls of our Everlastic Roofing) to Barrels of forty gallons.

Elastigum Plastic Patching Cement

Elastigum is a tough, elastic, adhesive, waterproof, plastic cement for patching holes and leaks in roofs of all kinds, repairing flashings, relining gutters, stuffing cornices, etc., etc. It is easy to apply and sticks tenaciously to either a wet or dry surface. It is known as the "plastic cement of a thousand uses."

No heating or mixing necessary. Elastigum comes all ready for use, in the following sized packages: 1-lb. Tins (cases of 24 cans), 5-lb. Packages (12 to the case), 25-lb. packages, 100-lb. packages, ½-barrels of about 300 lbs., and barrels of about 600 lbs.

Everlastic "Rubber" Roofing

This is a popular priced roll roofing of unusually high quality. It is made of the best grade of waterproofing materials and will give your customers the same sure satisfaction it is giving thousands of users in all parts of the Dominion.

There is a big market in every community for this roofing, and during the past few years its sales have increased enormously.

Everlastic "Rubber" Roofing comes in 1-ply, 2-ply and 3-ply weights in rolls containing 108 sq. ft. Nails and cement are packed with each roll.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

A wonderfully effective destroyer of flies, lice, mites and vermin of all kinds that are the bane of the poultryman, the stock raiser and the farmer.

Creonoid is manufactured from a Carbolic Oil, the source of so many of the wonderful modern remedies. It is thoroughly antiseptic.

Spray the larger animals, and paint or spray all perches, stalls, floors, walls, etc., in hen houses, barns, pig-pens and stables.

When the worry caused by flies or other insects is removed by Creonoid, horses are healthier, hogs fatten more quickly, cows give more milk, and hens lay more eggs.

Creonoid is put up in: 1-Gallon Cans (12 cans to the crate), 5 and 10 Gallon Cans, ½ Barrels and Barrels.

ST. JOHN, N. B. HALIFAX, N. S.
SYDNEY, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Handles
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Hawks
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Marys Wood Specialty Co., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto,

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co. Ltd., Montreal

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd. Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

STOCKS

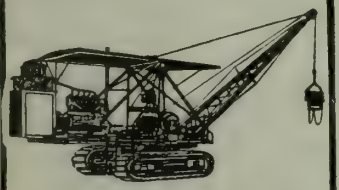
LYING IN THE UNITED KINGDOM

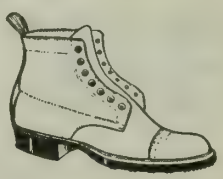
and

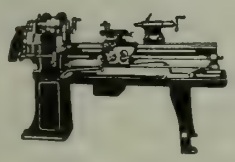
AVAILABLE FOR EXPORT

of

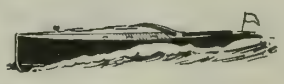
ENGINEERING STORES

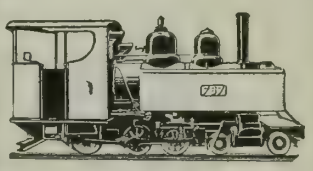


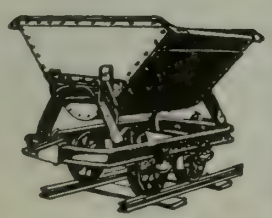


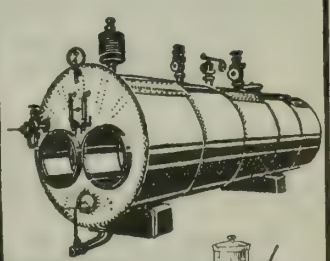


- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Contractors' Stores
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.



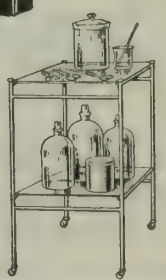






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



THE BUYERS' GUIDE

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Pierce Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Fink & Co., Pembroke, Ont.
T. F. Gourly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Western Wire & Nail Co., London, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
The McClary Mfg. Co., London, Ont.
National Enameling & Stamping Co., Chicago, Ill.

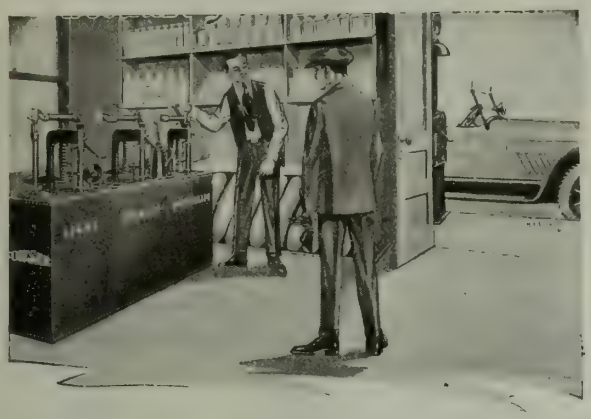
Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

"I Drove 8 Blocks To Buy Oil Here Because You Have A Bowser"



"I used to buy gasoline and oil wherever I happened to be near a supply, and my car was never giving me the same uniform action I desired. Now, since I come here, my motor is running fine."

Such is the story told to countless BOWSER owners.

BOWSER ESTABLISHED 1885 **Storage Systems**

Bring Profitable Trade

Once you have a BOWSER Curb Gasoline Pump installed you begin to get the motorist's trade. The BOWSER Lubricating Oil Storage completes the service.

Then you have Satisfied Trade, Clean, Accurate, Safe and Profitable Business, because BOWSER SYSTEMS bring just such results.

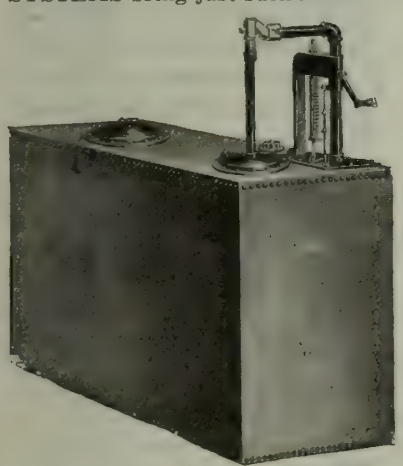


Figure 64
Lubricating Oil Storage
For Single Unit or Battery Installation

You will be interested in reading our literature and studying the pictures of actual installations. Write for it.

S. F. Bowser Co., Ltd.

66-68 Fraser Ave., Toronto, Ont.

Branch Offices in 21 Cities of the United States

LONDON 32 Victoria, S.W. 1
PARIS 5 Rue Denis-Poisson
HAVANA Lonja Del Comercio 427
SYDNEY 6 Castlereagh Street

BY INVITATION MEMBER OF
NEW YORK, U.S.A.

NAILS

BRIGHT—BLUED—COATED "SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT ANNEALED, OILED & ANNEALED HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

TRADE MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.
Stewart Phonograph Corporation Ltd., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Bird Ring Sales Co., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co. Otterville Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators for Ford Cars
The Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

TRADE PENBERTHY MARK.

CHECK VALVES

Swing Check

All our swing check valves are of the double plug construction. A decided advantage over other types. It allows all repairs to be made without removing valve from pipe line. The seat and disc may be reground in a few minutes with no expense, making valve good as new.

They are registered and approved by Dept. Pub. Works, Ont. and Western Provinces for 200 lbs. steam pressure.

Horizontal Check

For those who prefer the horizontal type of check valve fitted with composition disc, we recommend the Penberthy.

These valves are registered and approved by Department of Public Works, Ontario and Western Provinces, for 175 lbs. steam pressure. A high grade, reliable check.

CHECK VALVES

are an important adjunct to any pipe installation. They must be tight and keep tight. They must be thoroughly well made to stand up under severe conditions and to give the best service.

PENBERTHY CHECK VALVES

are designed to give just such exacting service. They are being used exclusively in many of the largest industrial plants in Canada with the best of satisfaction.

Let your next order for Check Valves read "Penberthy"

Stocked by Leading Jobbers from Halifax to Vancouver

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Martin Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Cavanhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Features

DESIGN—Straight, sturdy lines that make the stove look as if built for service. Handsome in the extreme. A style that makes any woman proud to have it in her kitchen.

COLOR—Nesco Grey—just enough of greenish hue to give character. Beautiful, clean, attractive.

STOVE HOLES—Set well to the front of stove so as to leave more shelf room at back.

BURNERS—Here's the heart of the stove. Perfect burning and perfect operation are necessary.

A blue flame containing an inner flame gives intense heat without smoke. Air comes in through perforated tubes and within the centre of the inside tube forms gas as it is heated and rises in flame.

The burner bowl is lowered into the oil column and the oil is fed to the flame through a stationary non-burnable wick. To extinguish, the burner bowl is simply raised up out of the oil. What oil is left in the wick burns out.

TOGGLE JOINT—The raising and lowering is done by a toggle joint which cannot get out of order and which stays exactly where it is put. The flame cannot flare up or go out because the burner has moved.

ROCKWEAVE WICK—A woven non-burnable wick sets stationary in the burner bowl. It does not move in the bowl. It simply serves to feed oil to the flame. It can be wiped off to clean—can be reversed and is long lasting.

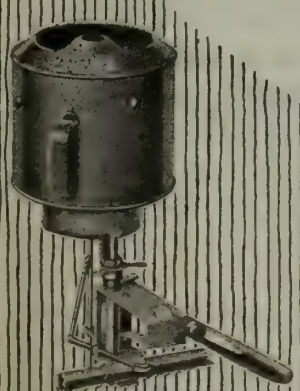
NO SMOKE—As the burner bowl containing the wick is raised up out of the oil to extinguish and the oil is burned out of wick when left standing there can be no seepage of oil onto the chimney cylinders. Such accumulation must be burned off when lighting and this causes smoke and smell. Smoke is also caused by turning the wick too high. Not so here. A faster feed gives a less economical flame, but cannot produce smoke. Chimneys are always dry—hence no smoke.

EASY TO CLEAN—All parts are easy to get at and the supply pipe line is easily opened and flushed.

Truly the Nesco Perfect Oil Cook Stove is the housewife's pride and wonder, and the retailer's profit-making quick seller

NATIONAL ENAMELING & STAMPING CO.

ST. LOUIS GRANITE CITY, ILL. NEW YORK MILWAUKEE
BALTIMORE CHICAGO NEW ORLEANS PHILADELPHIA



Nesco **NESCO PERFECT** Nesco

THE BUYERS' GUIDE

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
Hingston Smith Arms Co., Ltd., Winnipeg, Man.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Eureka Plaster Co., Woodstock.
Spramotor Co., London, Ont.

Springs
E. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Boyd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.
The Prentiss Wabers Stove Co., Grand Rapids, Wis.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co. Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, Q

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.

Tires and Tubes, Automobile and Motor Tru
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
E. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
C. Drew & Co., Kingston, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman Ltd., Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Wakyte Mfg. Co., Winnipeg

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
The Wakyte Mfg. Co., Winnipeg

MARBLE'S Outing Specialties

Preferred By Outdoor Men

Sell equipment that sportsmen want—build up a trade that will ENDURE, by featuring Marble's Outing Specialties.

We can show only a few items here—the Marble line includes axes and knives of splendid design and quality, front and rear sights endorsed by leading marksmen, gun rods and cleaners, compasses, waterproof matchbox, fish gaff, auxiliary cartridges and shell extractors.

Marble's Safety Pocket Axe

A year-round seller for it makes an instant hit with all outdoor men. Small, compact, yet big enough for every outdoor use. Nickel-plated spring-hinged guard folds into handle. Solid steel blade 2⅝ x 4 in. steel handle, $3.00. With 11-in. selected hickory handle, $1.75; 12-in., $2.00.

Marble's Ideal Hunting Knife

A beauty in design and finish, and possesses many features that appeal to every sportsman. Made of the best of materials. 5-in. blade, leather handle, with sheath, $2.75; 6-in. blade, $3.00; 7-in. blade, $3.25; 8-in. blade, $3.50 Furnished with stag handle, 50c extra.

These prices are list—liberal dealer's discounts. Order through your jobber. Be sure you have the Marble Catalog.

MARBLE ARMS & MFG. CO.

5350 Delta Ave., Gladstone, Mich.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

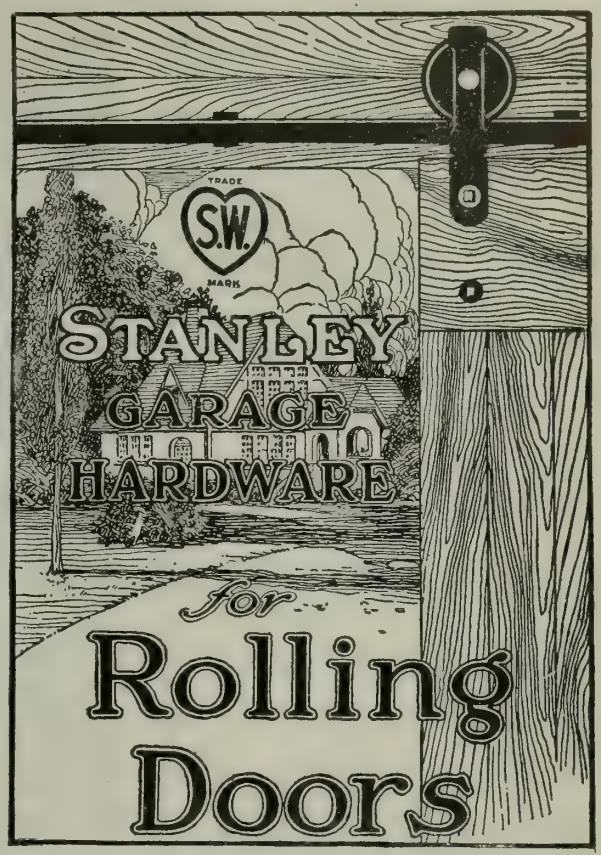
A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



A glance through the new Stanley Catalog of Garage Hardware for Rolling Doors will convince you that it describes and illustrates all the best features possible to obtain in rolling door hardware.

If you haven't a copy of this catalog, complete your files by sending for one at once. It's the next best thing to taking your customer into a garage with rolling doors and showing him how well the hardware looks and works.

The basic principle back of the design of this hardware is to so arrange the doors that very little garage space is necessary to operate them.

The sets compose a combination of doors to meet the requirements of every practical condition, and when applied, they lend a neat and business-like appearance to the doors.

Send for the catalog and for a supply of illustrated folders on Rolling Door Hardware B10 imprinted with your name and address, for distribution among car owners in your vicinity.

The Stanley Works

New Britain, Conn.

New York Chicago

Canadian Representative:

A. MacFARLANE & CO., Coristine Bldg., Montreal

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maxwells Ltd., St. Marys, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
A. M. Bell & Co., Ltd., Halifax, N.S.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Lewis Bros., Ltd., Montreal.
A. Prudhomme & Fils, Ltd., Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Guthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

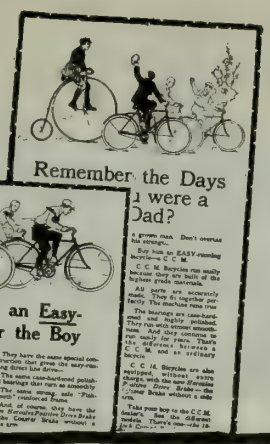
Wringers, Hand and Power
Spielman Agencies, Montreal.

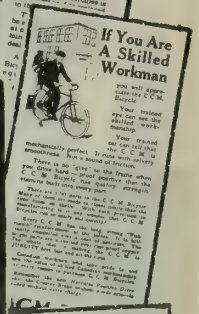
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

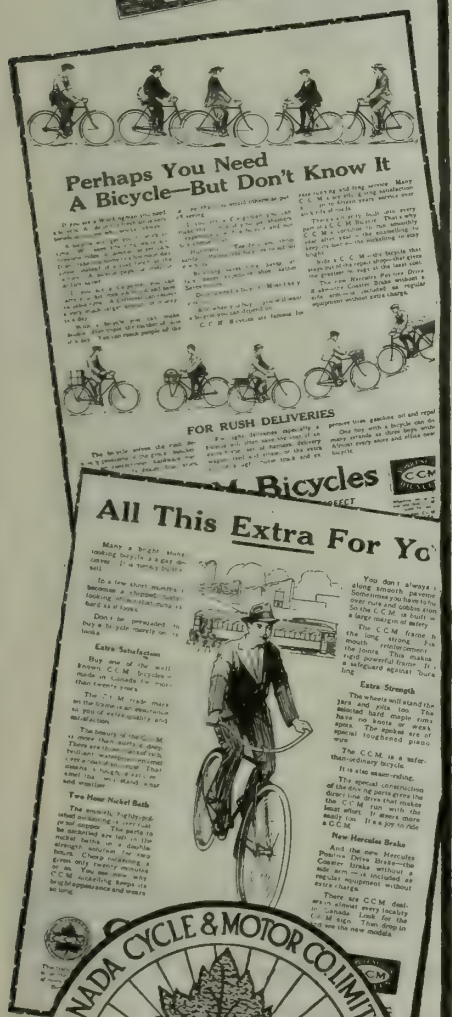
Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

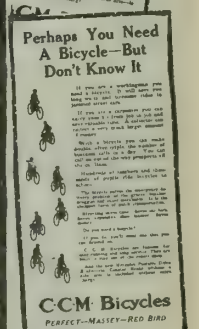
Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

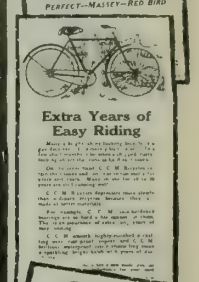
Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal,











Big Advertising For C.C.M. Bicycles

We honestly believe this is going to be a big year for bicycles.

We are backing up our belief with a large outlay in newspaper advertising—the biggest publicity campaign in Canada for bicycles during the last twenty years.

The advertisements are large, strong, attractive, sales-producing. They will help you to sell more bicycles.

These advertisements will cover Canada from coast to coast. To cash in on them be sure to let the people in your locality know you carry

C. C. M. Bicycles

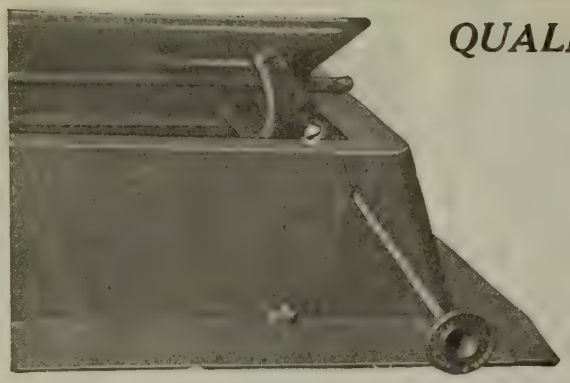
Have the C. C. M. transfer on your window so that every one who passes your store cannot miss it. Do some local advertising. Carry a good stock of the different models so that you can satisfy all who call. Don't lose sales this year asking people to wait until you send to the factory for certain models.

All aboard for a big year in

Massey—Cleveland—Columbia—Red Bird
Perfect—Gendron—Ivanhoe Bicycles

The Canada Cycle & Motor Company, Limited
Montreal, Toronto, WESTON, ONT. Winnipeg, Vancouver

CANADA CYCLE & MOTOR CO LIMITED
C·C·M
WESTON·MONTREAL·WINNIPEG·VANCOUVER



QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — Our Motto Quality — MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

It's Good—
PEERLESS ORNAMENTAL FENCING

is the last word in fencing, beautifies, protects and enhances the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers and prevents trespassing. It wears well, too.

Beautify Your Home with

Peerless Ornamental Fencing. It is built of strong, stiff wire, heavily galvanized and coated with zinc enamel to prevent rust. In style, durability, service and every feature combined to insure absolute satisfaction, the Peerless fencing is true to its name. It will not sag and cannot break down with ordinary use.

Send for Catalog. Shows many beautiful designs of fencing for lawns, parks, schools, churches cemeteries, etc. **Dealers nearly everywhere.**

THE BANWELL-HOXIE WIRE FENCE COMPANY, Ltd.
Winnipeg, Man. **Hamilton, Ont.**

NOTICE

TO ELECTRICAL MANUFACTURERS, JOBBERS AND DEALERS

All electrical material, devices and fittings for use on inside electrical installations in the Province of Ontario, *must not be offered for sale* until their design and construction has been approved by the Hydro-Electric Power Commission of Ontario. (6 Geo. V., Chapter 19, 1916.)

Manufacturers whose products are approved and listed by other recognized authorities, and which also meet the requirements of this Commission, may have same placed on the approval list by making application in accordance with Approval Laboratories' Bulletin No. 5, a copy of which will be sent upon request.

ONTARIO DEALERS' ATTENTION IS CALLED TO THE FOREGOING REGULATION — WHICH PROHIBITS THE SALE OF UNAPPROVED ELECTRICAL DEVICES.

APPROVAL LABORATORIES
HYDRO-ELECTRIC POWER COMMISSION OF ONTARIO
8 STRACHAN AVENUE, TORONTO, ONTARIO

T-2021

CARTER'S

Merit Made Carter's Genuine Red Lead The Painter's Favorite

The quality of Carter's Genuine Red Lead is a positive assurance of satisfaction to the painter. Only the best grades of Canadian pig lead is used in its manufacture. The great care exercised in oxidizing and grinding produces a lead paint with unusual preservative properties.
Carter's Genuine Red Lead is easily applied and when mixed with linseed oil has a covering capacity above the ordinary.

Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge are others of our customer-pleasers.

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited
37 St. Antoine Street
Montreal

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

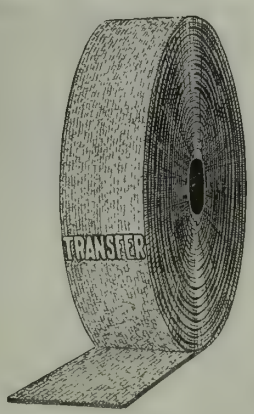
THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Strong and Reliable

"Transfer" Power Belting

Better than Leather or Rubber



Protected From All Weather

This remarkable, double-woven, non-creep belting is weather-proofed by special process and also is made fire-resisting so that it is safe in sudden friction emergencies. "Transfer" "hugs," and easily takes care of shifting loads.

Fully guaranteed by the manufacturer

Sole Selling Agents

Campbell Agencies
McKinnon Bldg. Toronto, Ont.

Fig. 277 Spray Pump

SPRAY PUMPS

are going to be a Good Line to handle this Spring.

People are beginning to realize the advantage of Spraying.

Are you going to be in a position to supply their wants? Our figure 277 shown here is a real one.

We would like to talk to you personally on this subject.

Write us concerning this or any other Pump requirement.

The R. McDougall Co., Limited
Galt, Canada

CRANE FLANGED FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

BRANCHES: Vancouver, Calgary, Winnipeg, Toronto.

No. 1 C. & L. FIRE POT

No. 1 Fire Pot
List Price, Each $27.20
Ask for Discount.

is the greatest general utility Fire Pot made. The tank is made of heavy gauge, seamless drawn steel, Tinned inside and out (Rust Proof) and fitted with Patented Cushion Protection Band at base of tank and Patented Dust Proof Filler Cap. The burner is swiveled, giving the operator perfect control of his fire. The No. 1 is very economical and will soon save the user his cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

Assure Sales by Stocking

Maple Leaf Belt Dressing

—increases the life and efficiency of the belt, eliminates slipping. That's why you have good sales with it.

Dominion Belting Company, Limited
Hamilton Canada

BETTER THAN ANY OTHER SERVICE

Our carrier system and service are as good as we say they are. We say that together they beat any other service, and soon save the investment.

By them the merchant can perform more functions, and with a greater degree of dispatch and certainty than can be accomplished by any other system, all of which means that more customers can be better served without increasing your staff of salesmen. Our circular, for the asking, explains a great deal.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals
Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060

Hamilton Gas Mantles

for gas — gasoline — kerosene — and acetylene — lighting have a proven sales record, good demand, good profit, and, through quality, a good effect in holding customers for future business.

The Hamilton Gas Mantle Company, Limited
Head Office and Factory:
TORONTO HAMILTON, CANADA MONTREAL

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street
Hamilton, Ont.

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

INCOMPARABLE
REGISTERED
TRADE MARK.

Buyers of Fishing Tackle!

In recent years you must have noticed a marked tendency on the part of **Anglers** to demand finer—less clumsy—better quality tackle. In other words, anglers are becoming real **Sportsmen,** instead of just fishermen and prefer to rely more on their own skill than on coarse, cheap tackle, large hooks and hand lines.

Buyers: Be prepared. The demand for higher grade, more sportsmanlike tackle is surely growing rapidly.

We manufacture all grades, but we much prefer to make and sell the **best**—the most sport-productive and cheapest in the end —**the Incomparable Brand.**

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.

Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois

ALUMINIUM

FROM STOCK

¶ We hold right here in Toronto an extensive stock of Aluminium Ingots—pure and alloys—for immediate shipment.

¶ Send us your enquiries.

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide St. W., Toronto

Eastern Agents: Spielman Agencies, Montreal

VOL-PEEK

IT'S GUARANTEED

Vol-Peek is absolutely guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Recommend it to your customers. It's usefulness is readily apparent. It sells itself. 60% profit in it, too. Sold and advertised all over Canada.

Our attractive display stand on your counter will make sales for you. Contains 24 packages for $2.25. Order one to-day.

At your jobbers or direct.

H. NAGLE & COMPANY

(Owning and Operating Vol-Peek, Mfg. Co.)
Box 2024, MONTREAL - CANADA

THE
LAIDLAW BALE-TIE CO.
LIMITED

Factory and Head Office
HAMILTON, ONT.

We manufacture and carry the LARGEST STOCK of

BALE-TIES

in CANADA and are thereby in a position to give IMMEDIATE SHIPMENTS

WIRE

ALL SIZES FOR ALL PURPOSES

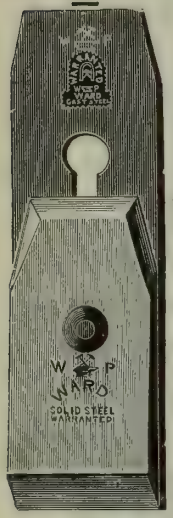
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

WARD & PAYNE'S

ANVIL BRAND

W P

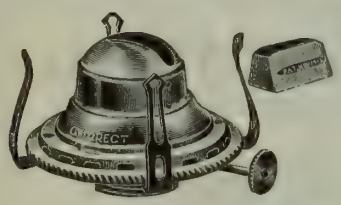
SHEFFIELD



The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

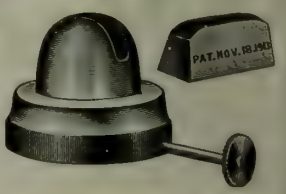
ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLEE, 62 Temperance Street, Toronto.
BISSETT & WEBB, LIMITED, Winnipeg, Man.



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

Wash Boards

Washing Machines

Clothes Lines and Pins

Grocers' Specialties

Baskets and Brushes

Correspondence Solicited

WALTER WOODS & CO.

Hamilton and Winnipeg

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

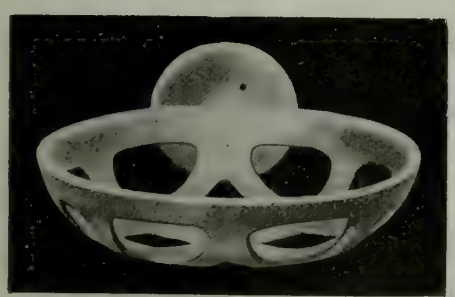
"KEEN" RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

Sno-Wite
Enameled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

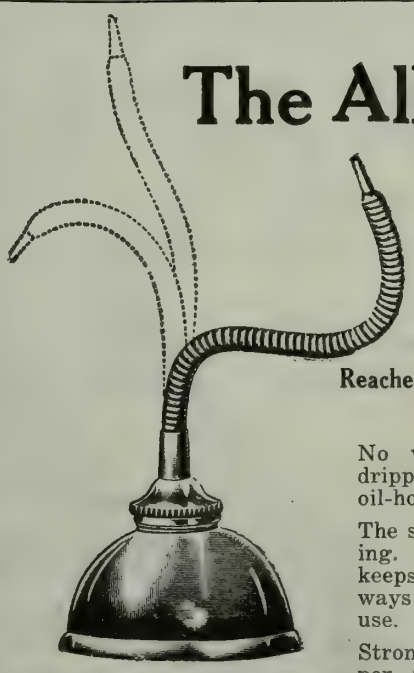
Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.

CHICAGO, U.S.A.

Ask Your Jobber

The All-Way Oiler



General Purpose Oiler

Made with steel spring bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. 7" spout to each.

Saves 50% on Oil Bills

A Flexible Spout Reaches Difficult Places With Ease

No waste of oil by dripping or missing the oil-hole.

The spout is self-cleaning. A special device keeps it clear and always ready for instant use.

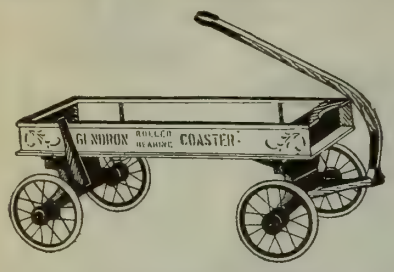
Strongly made of copper-plated steel in various sizes with a spring bottom. See the R. R. Oiler Funnel and Filler, the Oil Guns, also.

The All-Way Oiler Mfg. Company

196 King St. West Toronto, Ont.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs.



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

Frost King

This metal is in demand because its desirable characteristics are so well known. High anti-friction quality, unequalled endurance, and always running cool.

Do Hoyt Metals sell? Over $10,000,000 worth annually!

Hoyt Metal Company
Montreal TORONTO Winnipeg

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

The Most Popular Ratchet Combination

The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"

A Water Stretch and ***Rot-proof Braided Cordage*** should appeal to your trade.

If in addition ***its tensile strength is greater and its price lower*** its sale is assured.

AERO CORD

ALONE embodies all the above advantages and has withstood the most severe tests for government, industrial and marine work being equally efficient indoors or out, particularly adapted for use as :

Sash Cord	**Clothes Line**	**Bell Cord**	**Tiller Rope**
Signal Cord	**Trolley Cord**	**Tent Rope**	**Awning Rope**

If your jobber cannot supply you communicate with us direct or with our Western Agents, H. L. Perry Co., Ltd., Winnipeg, Man.

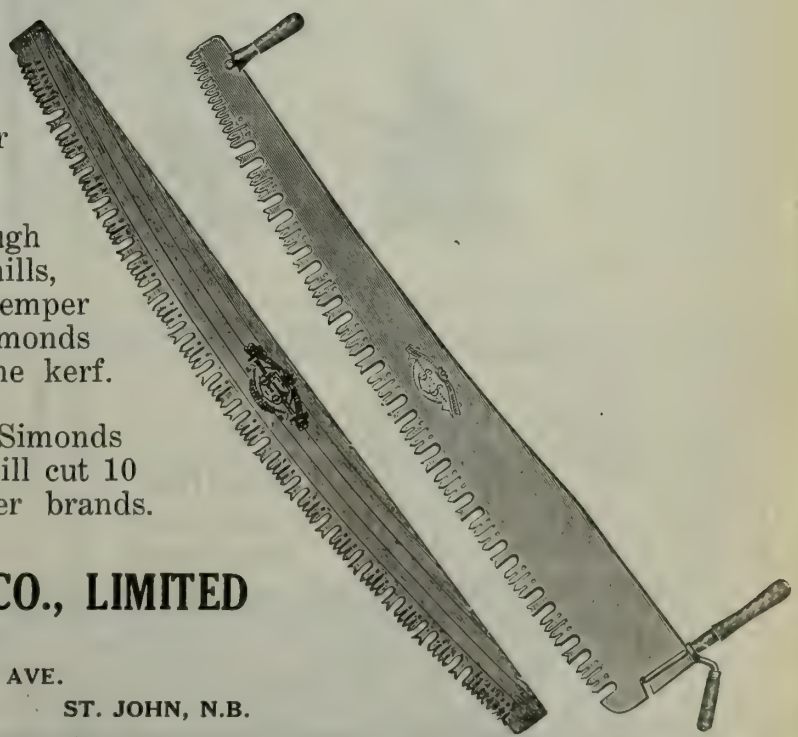
The Aero Manufacturing Co., Limited,
SHERBROOKE, QUEBEC

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the fastest cutters known. Not only do they saw fast, but they also run easy and wear exceptionally well.

Supportetd by an exceptionally tough steel, manufactured in our own mills, they hold their cutting edge and temper longer than the ordinary saw. Simonds Cross-Cut Saws do not bind in the kerf.

Most lumbermen know that a Simonds Crescent Ground Cross-Cut Saw will cut 10 per cent. more timber than other brands.



SIMONDS CANADA SAW CO., LIMITED
"The Saw Makers"
ST. REMI ST. AND ACORN AVE.
VANCOUVER, B.C. MONTREAL, QUE. ST. JOHN, N.B.

Price Doesn't Make a Razor

Men have paid as high as ten dollars for razors which were a keen disappointment.
And they have paid only two or three dollars for G. W. Korn's Razors which were a keen delight.
The difference is more in the **treatment**, than in the **steel**—anyone can buy good steel.
G. W. Korn's razors are made by **razor experts**, not "general cutlery makers."
A complete line with an established reputation.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.
Canada Office: 140 McGill Street, Montreal

Its Handiness SELLS IT

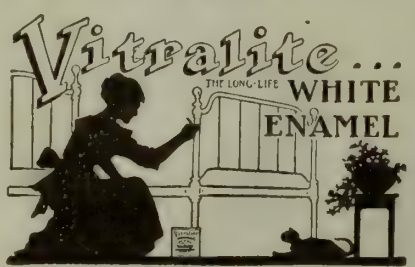
The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

The Ideal Enamel For Any Job

—the largest or the smallest.
It's use is universal, splendid for boats or any work where it is subject to severe wear and climatic conditions, equally good for metal and wood (use Vitralite Undercoating).
It's the only enamel guaranteed for three years outside use.
Stock complete, prompt shipment.



Our travellers cover Western Ontario and Niagara Peninsula.
KENT-GARVIN COMPANY, LIMITED, Hamilton

UNIMECO WROUGHT WASHERS

MADE IN CANADA

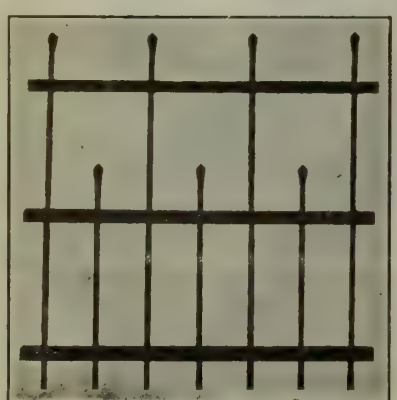
Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



IRON FENCING,

of various designs,
WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited
Wire Works, St. Henry MONTREAL

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

The Red Gargoyle

GARGOYLE

Mobiloils

What it means to Motorists

MOTORISTS and tractor owners throughout the Dominion and, in fact, in all parts of the world where automobiles and tractors are operated, look for the Red Gargoyle when they need lubrication.

The Red Gargoyle is a sales builder for the dealer who displays it.

It means that he is selling Correct Lubrication and building for himself a profitable and permanent business in lubricating oils.

But it is necessary to back up the sign. Gargoyle Mobiloils users resent any attempt at substitution and insist on exactly the grade specified for their own particular motor.

The dealer who stocks only one or two grades or who lets his complete stock run low is losing sales and prestige to the dealer who is not so short-sighted.

In order to make the Red Gargoyle a true symbol of Correct Lubrication it is necessary to have all grades of Gargoyle Mobiloils constantly in stock.

GARGOYLE

Mobiloils

A grade for each type of motor

The grades of Gargoyle Mobiloils for engine lubrication, purified to remove free carbon, are:

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "BB"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil Arctic

T-2024

IMPERIAL OIL LIMITED
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Character—

You judge a person's character largely by his outward appearance. Just so is the character of your store largely judged by the appearance it presents to the buying public. Cleanliness—one of the greatest assets of any store.

Imperial Floor Dressing helps you enhance the character of your store. It keeps your store and its merchandise clean—dust *cannot rise* from the floors when treated with *Imperial Floor Dressing.* One gallon covers a floor surface of 500 to 700 square feet, and one application will last for months.

Imperial Floor Dressing preserves the surface of wood, linoleum or oil cloth. It is non-gumming and non-evaporating. The only sanitary and satisfactory way to dress your floors.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

sold in gallon and four-gallon lithographed cans, half-barrels and barrels. Ask the Imperial Oil Salesman for prices and demonstration.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

The Tires that Give Dealers the Quickest Turnovers

"GUTTA PERCHA" TIRES

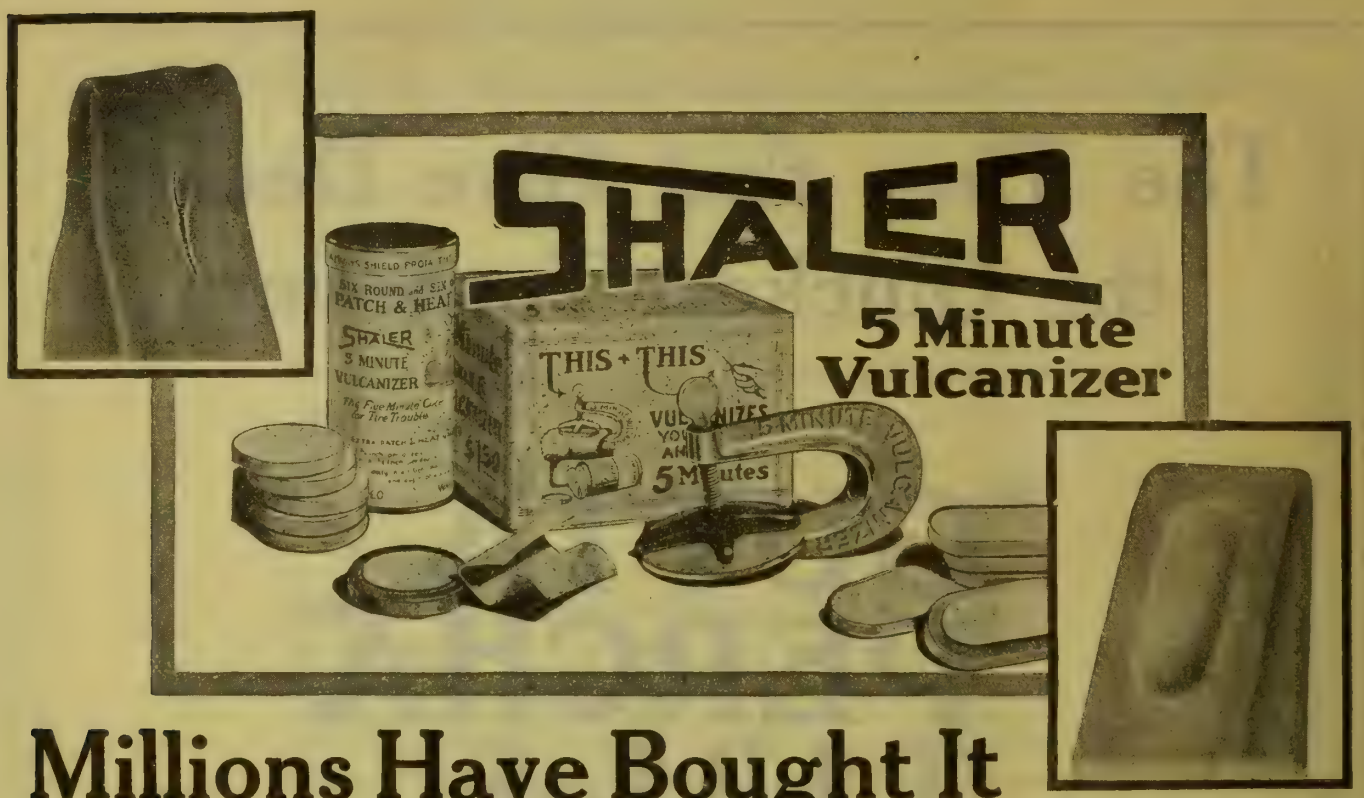
Sales of "Gutta Percha" Tires are growing everywhere. Dealers in all sections are doing a record-breaking business. Keep your stocks full — complete assortments of all sizes and centre the great "Gutta Percha" Goodwill in your store. Everybody knows that "Gutta Percha" Tires give satisfaction and that "Gutta Percha" dealers are the finest merchants in the business.

"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

BRANCHES: HALIFAX, MONTREAL, OTTAWA, FORT WILLIAM, WINNIPEG, REGINA, SASKATOON, EDMONTON, CALGARY, LETHBRIDGE, VANCOUVER, VICTORIA



Millions Have Bought It
—millions more need it!

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. 1503 Fourth Street Waupun, Wis.

Oldest and Largest Manufacturers of Vulcanizers in the World

Filmed at Gathering of Leading Jobbers in Marietta, Ohio, Nov. 8-12 1919

—And 17 Jobbers Were Amazed!

Before an audience of seventeen critical Auto Supply Jobbers, assembled in Marietta, Ohio, the permanency of SE-MENT-OL repairs was conclusively demonstrated when a can, in which several leaks had been SE-MENT-OL sealed, was thrown time and again down a flight of concrete stairs—**the can being demolished before a single leak opened up!**

In similarly conclusive tests Se-Ment-Ol convincingly proved its rapidity of action and absence of any clogging or injurious effects.

75c per can
Liquid or Powder

Your jobber, if he was "among those present," will tell you to stock SE-MENT-OL—**push** it—and **concentrate** on it. You can back it to the limit.

The demonstrations before the jobbers was filmed, and the film will be shown throughout the country through the courtesy of jobbers.

The Northwestern Chemical Co.
2104 State St., Marietta, Ohio, U.S.A.
Canadian Factory: Montreal

SE-MENT-OL

The Radiator Repairer That Is Guaranteed for the Life of the Car

MARQUETTE TIRE TOOL

The principle upon which this tool is designed PROVES ITS VALUE at a glance. No more Hard Work, Dirty Work, Useless Work, in changing Clincher Tires. Grip them with the grip of a Giant Hand, and its "off again, on again," without Pulling and Tugging, Sweating and Swearing, It was a happy day for the motorist when the Marquette Tire Tool was perfected. Dealers are handing them out at a lively rate because there's a ***real*** demand for them. It does not require strength to change a Clincher Tire now----just a little knack, and the job is done. Jobbers are supplying the trade everywhere, but if you can't get prompt delivery from your jobber, write us direct.

GOING

OFF

MARQUETTE MANUFACTURING CO. INC.
Saint Paul, Minn. U.S.A.

Your Questions and Our Answers

Standing sentry over your own investment and the good will of your customers, it is your right as a dealer to challenge us and our product—AC Spark Plugs—before you buy.

These, undoubtedly, are some of the questions you want to ask:

Who are you? How long have you been in business? Are you going to be in business next year? Is there a demand established for your product?

Are you keeping this demand alive by maintaining quality?

We welcome such a searching analysis on the part of jobbers and dealers, because we are in a position to make positive and convincing answers.

We are a stable, prosperous and resourceful company. Behind us are *many* years of successful endeavor. The future is rich in promise for us and those dealers who have or may affiliate with us.

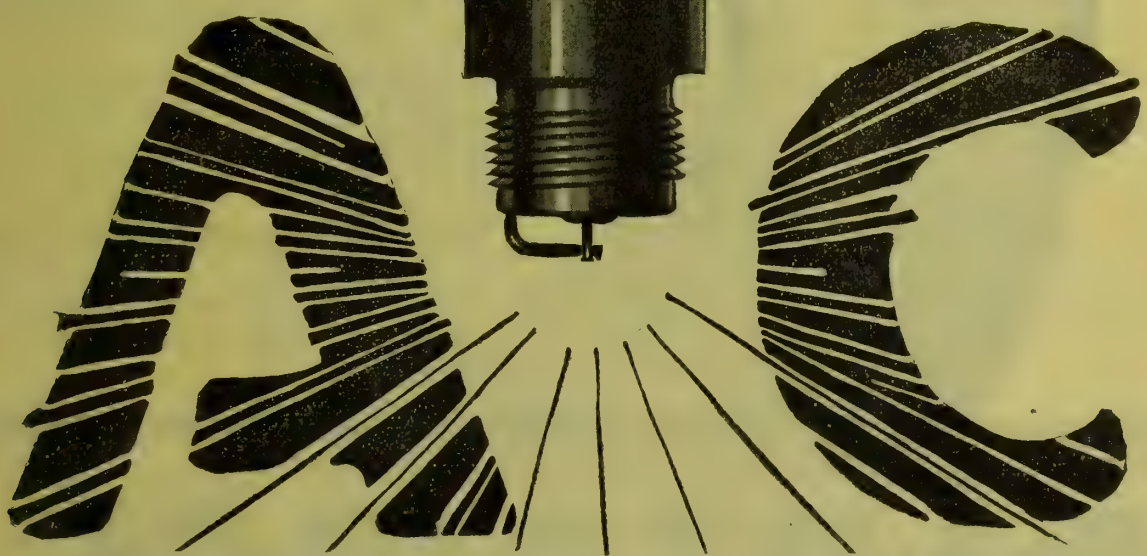
The Standard Spark Plug of the World

In AC Spark Plugs, we have a quality product, bought by thousands and thousands of automobile owners, used as standard equipment on most makes of fine passenger cars and established trucks, and selected by government aviation engineers for sparking the Liberty and Hispano-Suiza airplane motors.

And AC quality is maintained by expert design, constant experimentation, scientific development, skilled manufacture and careful inspection.

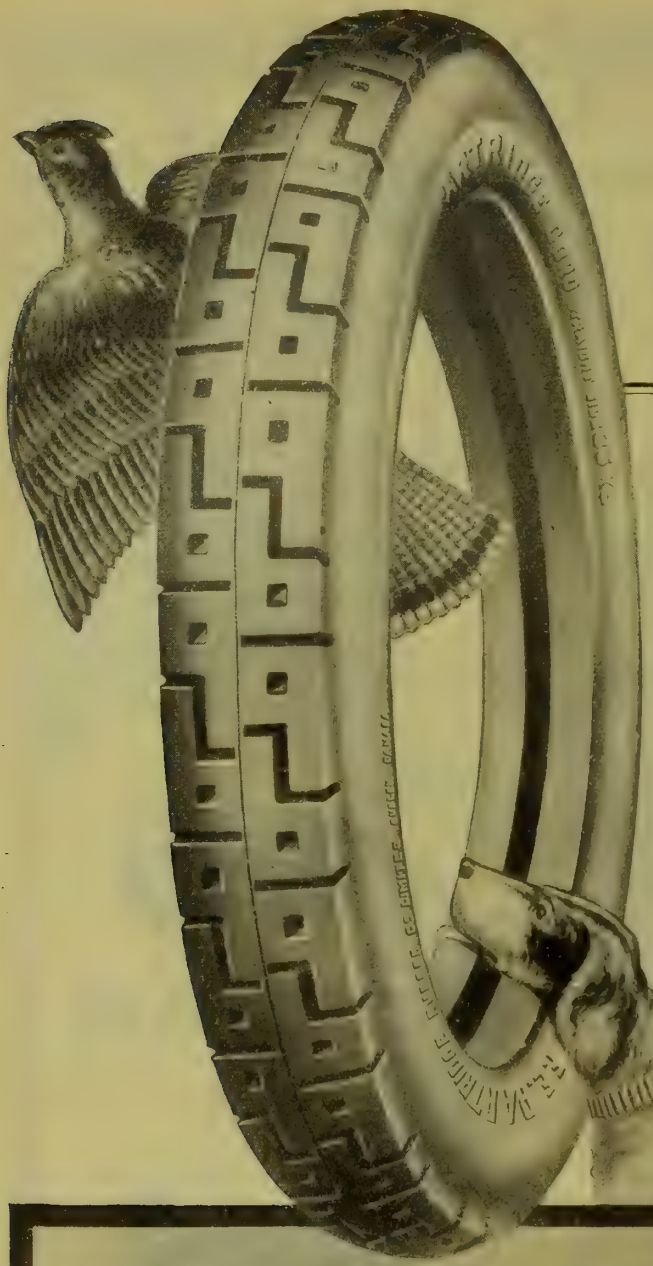
Champion Ignition Company
FLINT, *Michigan*

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,224,134, Feb. 13, 1917. Other Patents Pending.



These manufacturers use AC Spark Plugs for factory equipment

Acason Trucks
Acc
Acme Trucks
Advance-Rumely Tractors
Ahrens Fox Fire Trucks
American Beauty
American-LaFrance
Anderson
Apex Trucks
Apperson
Appleton Tractors
Argonne Four
Associated Engines
Atco Trucks
Austin Manufacturing Company
Available Trucks
Avery Tractors
A & T Tractors
Bates Steel Mule Tractors
Beaver Motors
Beck-Hawkeye Trucks
Beeman Garden Tractors
Bellanger Freres (France)
Bessemer Trucks
Betz Trucks
Birch
Bour-Davis
Braddon
Bradley
Briggs & Stratton Motor Wheel (formerly Smith)
Brinton Trucks
Brockway Trucks
Buda Motors
Buffalo Motors
Buick
Bullock Creeping-Grip Tractors
Cadillac
Cameron
Capital Engines
J. I. Case T. M. Co.
Chandler
Chevrolet
Chicago Trucks
Clark Tractors
Cleveland
Cole
Collier Trucks
Comet
Commonwealth
Conestoga Trucks
Continental Motors
Curtiss Aeroplanes
Daniels
Dart Trucks
Davis
Defiance Trucks
Delco-Light
Denby Trucks (Canada)
Diamond T Trucks
Diehl Trucks
Dodge Brothers
Doman Engines
Domestic Gasoline Pumping Engines
Dort
Duesenberg Motors
Duty Trucks
Dynelectric Plants
Eagle Tractors
Elmira
Essex
Excelsior Motorcycles
Fairmont Ry. Motors
Falls Motors
Federal Trucks
Flour City Tractors
Frisbie Motors
Frontmobile
F-W-D Trucks
Galloway Engines
Gary Trucks
Genco Light
Glide
Golden West Trucks
Gramm-Bernstein Trucks
Gray Dort (Canada)
G. B. S. Motors
G. M. C. Trucks
Hackett
Hahn Trucks
Hall Trucks
Hamlin-Holmes Front Drive
Harvey Trucks
Hatfield
Haynes
Hendrickson Trucks
Herschell-Spillman
Highway-Knight Trucks
Holt Tractors
Howell Tractors
Hudson
Hupmobile
Hurlburt Trucks
H. R. L. Trucks
Independent Trucks
Jackson
Johnson Motor Wheel
Jordan
J. V. B. Marine Motors
Kalamazoo Trucks
Karavan Trucks
Kearns Trucks
Kent Concrete Mixers
Kenworthy
Keystone Trucks
Kissel Kar
Kleiber Trucks
Klemm Trucks
Knox Tractors
Koehler Trucks
Lalley-Light
Lawson Tractors
Leach Power-Plus Six
Liberty
Linn Road Tractors
Locomobile
L. M. C. Trucks
Maccar Trucks
Maibohm
Marmon
Master Trucks
Maxim Fire Trucks
Maytag
McLaughlin (Canada)
Menominee Trucks
Meteor
Midwest Engines
Milwaukee Gasolene Locomotives
Minneapolis Motors
Minneapolis Tractors
Mitchell
Monroe
Moreland Trucks
Napoleon Trucks
Nash
National
Nelson
Nelson Tractors
Nelson & LeMoon Trucks
Netco Trucks
New Britain Tractors
Noble Trucks
Northlite Lighting Plants
Oakland
Old Reliable Trucks
Oldsmobile
Oneida Trucks
Owens Light & Power Plants
Packard
Paige
Pan
Parker Trucks
Paterson
Patriot Trucks
Perfect Power Sprayers
Phianna
Pierce-Arrow
Pilot
Pioneer Tractors
Pittsburgher Trucks
Porter
Premier
Ranger Trucks
Red Wing Thorobred Motors
Reo
Re Vere
Reynolds Trucks
Riker Trucks
Roamer
Roberts Motors
Robinson Fire Trucks
Rock Falls
Rowe Trucks
Rutenber Motors
R. & V. Knight
Samson Tractors
Sandow Trucks
Sanford Trucks
Sawyer-Massey Tractors (Canada)
Saxon
Scripps-Booth
Scripps Motors
Signal Trucks
Singer
Speedway Motors
Standard "8"
Standard Trucks
Stanwood
Stearns-Knight
Stearns Tractors
Sterling Engines
Sterling Trucks
Stevens-Duryea
Stewart
Stewart Trucks
Stockton Tractors
Stoughton Trucks
Straubel Engines
Sullivan Trucks
Super Trucks
Swartz Lighting Plants
S-S-E-Co.
Texan
Tiffen Trucks
Tioga Tractors
Titan Trucks
Tower Trucks
Trego Motors
Turner-Simplicity Tractors
Union Marine Engines
Universal Trucks
United Trucks
Van Blerck Motors
Veerac Motors
Vim Trucks
Vogue
H. J. Walker Motors
Wallace Tractors
Walter Trucks
Ward La France Trucks
Westcott
White
White Hickory Trucks
Whitney Tractors
Wichita Trucks
Wilson Trucks
Wisconsin Motors
Wolverine Tractor
Woolery Ry. Motors
W. S. M. Motors



Cord or Fabric.

How to Make—Quick Turnovers and Substantial Profits

Show your customers Partridge Tires. Point out the features which give these tires distinction, grace and endurance.

Take for example the massive dependable tread with its exceptionally strong road-gripping tendencies.

Demonstrate the resiliency and sinewy toughness of the whole tire — quality to the core.

Tell them that nothing but the finest of selected materials are used in the manufacture of Partridge Tires — and that the F. E. Partridge Rubber Company backs up every Partridge Tire.

Experience has proved that skeptical, exacting tire buyers are now the most enthusiastic Partridge boosters.

Sell Partridge Tires for your own and your customers' benefit.

The F. E. Partridge Rubber Co., Ltd.

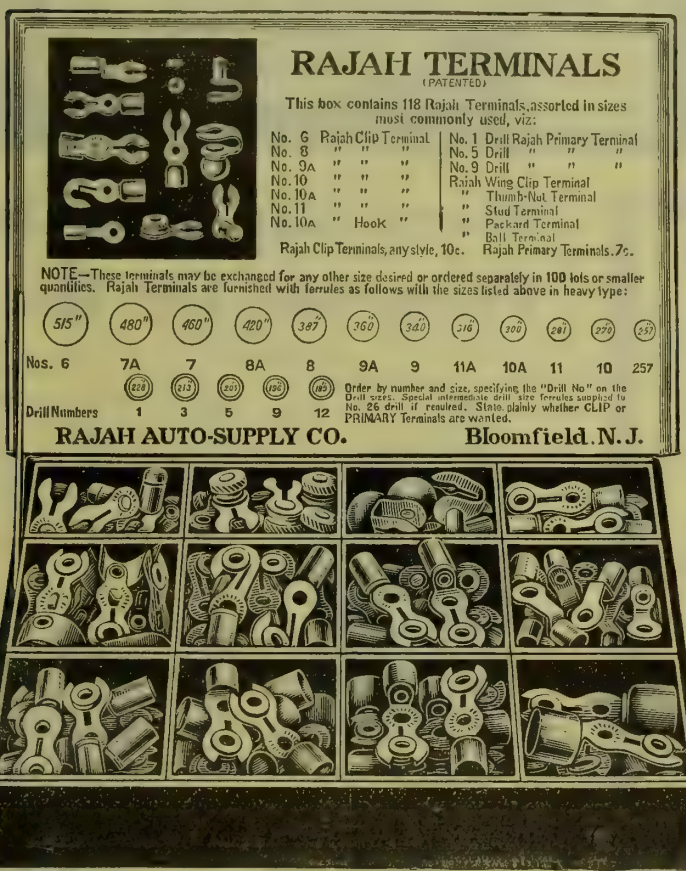
Guelph - Ontario

PARTRIDGE TIRES

Game as Their Name

You Pay This Salesman No Salary But It Pays You a Profit

Display It on Your Counter Today



Rajah Clip Terminals

are rapidly replacing the old-style ring and thumb nut connection between the cable and the spark plug. They are used as equipment by leading automobile, motorcycle, motorboat, airplane and magneto manufacturers.

Every car owner will immediately appreciate the convenience and efficiency of Rajah Terminals. There is a style for every make of car. They fit any cable and any spark plug.

Write to-day for description of the assortment and prices.

RAJAH AUTO-SUPPLY COMPANY

BLOOMFIELD, N. J.

Manufacturers of

RAJAH SPARK PLUGS

Many Motorists Will Brighten Up Their Car For Summer

Nearly every customer that comes into your store for a car part or accessory is a prospect for one of the BEATS-ALL Products.

It is easy to sell any of these products when you explain to your trade that the original Stormproof qualities and Factory Durability can be restored by using any of these car ECONOMIES.

BEATS-ALL Top Dressings for Mohair. Pantasote and Imitation of Leather are the only Top Dressings which incorporate LIQUID RUBBER into the base. That is why they are sold on a guarantee to WEATHERPROOF and RERUBBERIZE the fabric.

If your jobber cannot supply you, write direct to the factory.

Every Can Contains Lasting Protection for the Car Owner

Mohair Top Dressing
Will give the shabby, leaky weather-beaten top that new appearance and factory durability. It re-dyes and re-rubberizes, making the fabric stormproof, leaving the top soft and pliable.
Pints, 85c; quarts, $1.50

Knu-Lac FORD Top Dressing
A coat of Knu-Lac applied to any FORD, Rubber or Imitation of Leather Top will positively waterproof and re-rubberize it. Gives it that original pliability and wearing quality—produces a rich gloss black durable finish.
Pints, 75c.; quarts, $1.35.

Drab Lining Dye
It re-dyes and re-finishes the inside lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.
Pints, $1.35; quarts, $2.50.

Dull-Lac Top Dressing
For all Leather and Pantasote tops—weatherproofs and re-rubberizes — softens and preserves the material, giving it that rich egg shell non-gloss finish.
Pints, 85c; quarts, $1.50

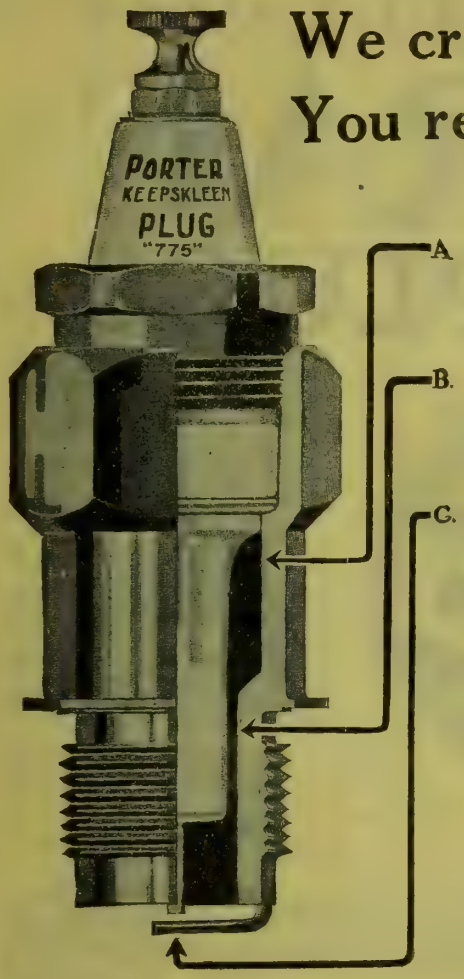
Re-Knu Upholstery Dressing
The Upholstery which has become worn and shabby can be made to look as good as new by a coat of this dressing. Puts on a rich and elastic surface, retains the new pliability and affords a good durable wearing finish. Dries in 15 minutes.
Pints, 75c; quarts, $1.35.

Factory Representatives Wanted

MANUFACTURED BY

AUTO SPECIALTIES MFG. CO., Incorporated

FORT ERIE, CANADA



We create the demand--
You reap the profits--*by selling the*
Porter "KeepsKleen" Plug

The only successful automatic self-cleaning spark plug

The upstroke of the piston forces gas from the cylinder up the narrow passage into COMPRESSION CHAMBER (A).

When the plug sparks the gas explodes and sweeps DOWN the NARROW PASSAGE (B), burning and BLOWING the porcelain absolutely clean, so that entire spark goes where it should—to the POINTS (C).

Never needs cleaning, even though under excess oil conditions the rim of porcelain and shell will carbonize. THIS WILL IN NO WAY LESSEN THE SPARK, however, as the sides of the porcelain will ALWAYS keep clean, due to our patented explosion chamber. Thus no short-circuit is possible, and, therefore, "PORTER PLUGS" MUST never be cleaned and are guaranteed for ONE YEAR.

Our advertising, which is appearing in motor and other publications, will reach your customers and create a demand for the

PORTER "KeepsKleen" PLUG

THE ONLY SUCCESSFUL AUTOMATIC SELF-CLEANING SPARK PLUG

The WIDE-AWAKE DEALER will see at a glance the great superiority of the PORTER "Keeps Kleen" Plug, and will immediately order sufficient for his customers' requirements. Owners of automobiles, trucks, tractors, motorcycles and motor boats will naturally inquire about the self-cleaning automatic spark plug which is GUARANTEED FOR ONE YEAR.

BE READY

Write now for our liberal dealers' proposition—an assured profit on a guaranteed article. Exclusive Agents and Sole Distributors for Canada and British Empire

INNES & COMPANY

200 Board of Trade Bldg. **31 Yonge St.** **TORONTO, ONT.**

THE PORTER "KeepsKleen" PLUG GUARANTEE

OUR GUARANTEE: These spark plugs are sold under the following ONE YEAR guarantee. If porcelain break or leak, if plugs fail to deliver maximum spark even under excess oil conditions, or if plugs short-circuit, within one year from date of purchase, we hereby guarantee to exchange plugs or refund money.

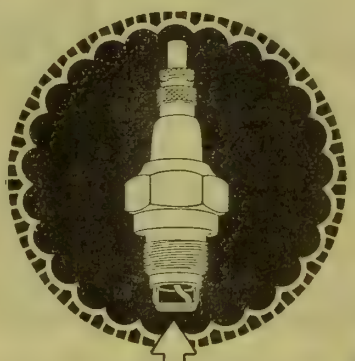
CAUTION: We declare guarantee void if plugs are taken apart, as gaskets are thereby injured and plugs will leak.

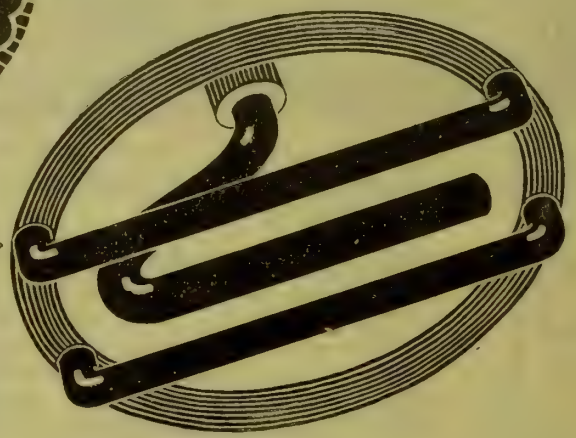
NOTE: Under excess oil conditions rim of porcelain and shell will carbonize, but THAT WILL IN NO WAY LESSEN THE SPARK, as the sides of the porcelain will always keep clean, due to our patented explosion chamber. Thus no short-circuit is possible, and therefore plugs should never be cleaned.

Pending arrangements for manufacturing in Canada, a complete stock is being carried in Toronto. Sizes: ½" and ⅞" Standard and Metric.

Durable

FYRAC *Spark* PLUGS





ONE INCH FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.

Fire—a full inch of it—crackling, piercing darts of blaze—igniting *all* the gasoline—instantly.

To the motorist, that action—assurance of minimum carbonization—is suggested instantly by *one inch firing surface*—Fyrac feature.

In your store he sees the plug—there is the *firing surface*, the stout inch wires that take the leaping sheets of flame, the flint-like insulator—plain—convincing.

The story is told. He is ready to buy.

Be ready to sell—Fyrac.

FYRAC MANUFACTURING CO., *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Building
Toronto, Canada

Export Department, Werner & Butt, 336 Whitehall Bldg., New York, U. S. A.

Canadian Money at Par

SPRING CLEANING FOR THE CAR

This is the season of the year when car owners will come prepared to purchase articles and devices for cleaning, renovating and refinishing purposes. The demand for these will be tremendous, owing to the scarcity of new cars and the high value placed on used cars.

DEALERS: These items do not require a big outlay of capital, and give large returns for the investment.

Rie Nie Re-Nu Cream

Not an Oily Polish
Most Satisfactory for Automobiles

A combination polish and cleaner. Removes mud and water spots. Prevents checking and cracking of the finish.

Dries quickly, leaving a dust-proof glassy surface, just like new.

No. 5588—**Price**, 8-oz. tin **$0.45**
No. 5589—**Price**, 16-oz. tin ..... **.80**
No. 5590—**Price**, 32-oz. tin **1.35**

"Hy-Pol" Body Polish

HY-POL acts as a water-proofer and produces a lustre with very little labor. Preserves leather, dries quickly, sheds water and eliminates the dust collecting feature.

Mud spots, finger marks, water spots, also grease and road oil, may be easily and entirely removed with HY-POL. It acts as a food, too, protecting and preserving the varnish.

No. 5591—**Price**, 5/6 pt. tin..... **$0.90**
No. 5592—**Price**, 5/6 qt. tin..... **1.50**

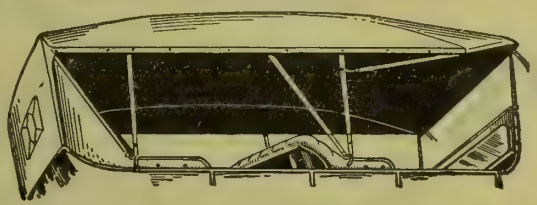
Rie Nie Metal Polish

Will not scratch, made of highest grade materials obtainable. Never settles solid in can.

Restores the beautiful new lustre with lasting effect to any brass or metal parts.

No. 5593—**Price**, 16-oz. tin **$0.65**

Rub-R-Tite Black Inside Top Lining Dye

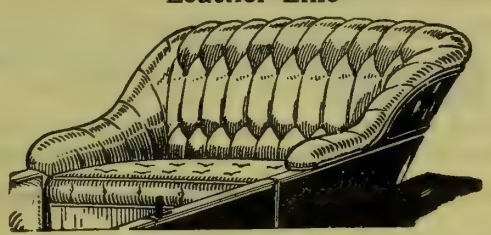


Applied with sponge, easily, quickly and at slight expense. It eliminates all stains and spots and the color will endure as long as the color in a new top.

No. 5602—**Price**, 12-oz. tin **$1.50**

One 12-oz tin is sufficient for either runabout or large top.

"Leather-Like"

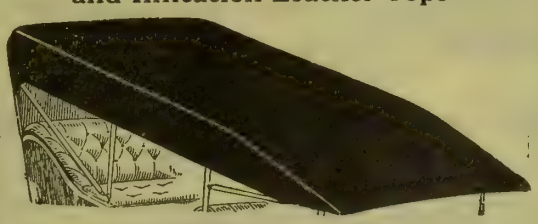


Makes Old Leather Look and Wear Like New.

For use on artificial leather upholstery. Easily applied with a brush and dries in 15 minutes, giving a durable finish, keeps the upholstery pliable, giving a greater wearing surface and durability.

No. 5603—**Price**, 12-oz. tin for Runabout **$0.75**
No. 5604—**Price**, 25-oz. tin for Touring Car **1.35**

Rubber-R-Tite Dressing for Rubber and Imitation Leather Tops



The best preparation on the market for re-rubberizing and dressing imitation leather and rubber tops, which produces a factory newness and wearing quality.

No. 5594—**Price**, 12-oz. tin for Runabout **$0.75**
No. 5595—**Price**, 25-oz. tin for large top **1.35**

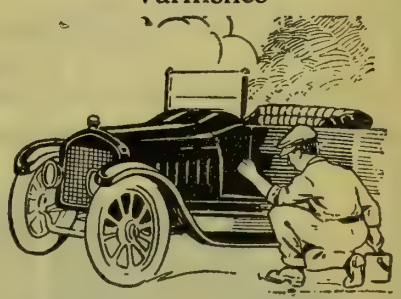
Rub-R-Tite Patches

Rub-R-Tite Patches come in sheets 4-in. x 12-in., and are made in Mohair for Mohair tops, and special rubber for Rubber and Pantasote Tops. Cut the size or shape to cover the hole or tear, it will cement itself at once to any material.

Price, per sheet

No. 5600—**Price**, for Mohair **$0.50**
No. 5601—**Price**, for Rubber, Pantasote or Leather **0.50**

Anelite Colored Automobile Varnishes



This material is a scientific combination of the best varnish and colors, and is especially prepared for use on automobiles, carriage bodies, motorcycles and all similar work requiring a permanent, glossy finish.

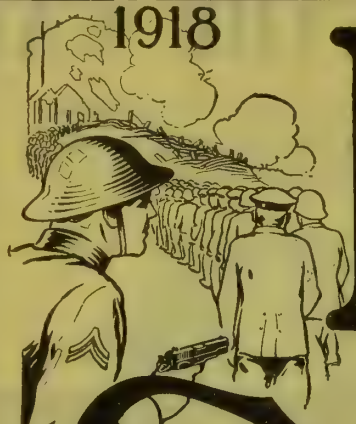
No.	Size of Tin	Color	PRICES Price
5620	½ pt.,	black	$0.75
5621	Pint,	black	1.25
5622	Quart,	black	2.00
5623	½ pt.,	permanent red	.90
5624	Pint,	permanent red	1.50
5625	Quart,	permanent red	2.50
5626	½ pt.,	battleship grey	.85
5627	Pint,	battleship grey	1.35
5628	Quart,	battleship grey	2.25
5629	½ pt.,	maroon	85
5630	Pint,	maroon	1.35
5631	Quart,	maroon	2.25
5632	½ pt.,	royal blue	.85
5633	Pint,	royal blue	1.35
5634	Quart,	royal blue	2.25
5635	½ pt.,	dark green	.85
5636	Pint,	dark green	1.35
5637	Quart,	dark green	2.25
5638	½ pt.,	brewster green	.85
5639	Pint,	brewster green	1.35
5640	Quart,	brewster green	2.25
5641	½ pt.,	brown	85
5642	Pint,	brown	1.35
5643	Quart,	brown	2.25

Our new 1920 catalogue is the largest of its kind and covers the widest range of Equipment and Devices that motorists require. Send for a free copy. Always order by catalogue number.

HYSLOP BROTHERS, LIMITED

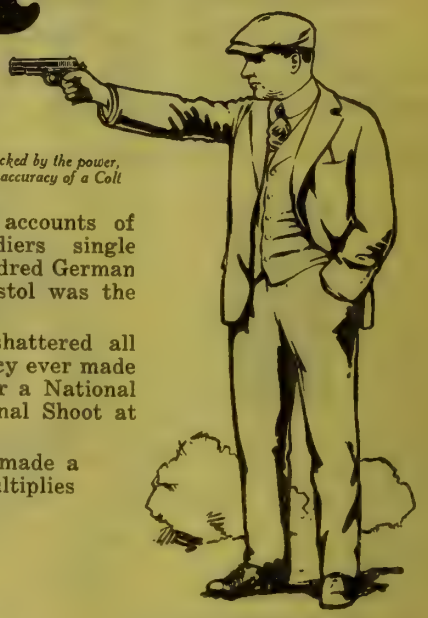
K-16

Shuter & Victoria Streets **Toronto, Ontario**



1918

First in War in Peace



1919

". . . backed by the power, quickness, and accuracy of a Colt Automatic.

COLT'S

FIRE ARMS

In those hundreds of stirring accounts of bravery, where American soldiers single handed captured from six to a hundred German prisoners, the Colt Automatic Pistol was the weapon the Germans feared.

This is the gun that in 1919 shattered all previous target records for accuracy ever made by a hand gun of any model over a National Pistol Match course at the National Shoot at Caldwell, N.J.

Send for folder A-62 which describes how Lane, the great pistol expert, made a world's record with a Colt Automatic Pistol. As time goes on, it multiplies evidence to show the truth of the Colt slogan.

As Always "The Best That Money Can Buy"

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U. S. A.

Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic Machine Guns

Colt's Automatic Rifles
Colt's (Browning) Automatic Machine Rifles.

A. M. Macfarlane & Co., Limited, Montreal, P.Q.

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Ford

Baggage and Express Men—Make Your Business Up-to-Date!

THE Ford One-Ton Truck is perfectly suited to Baggage and Express transfer work.

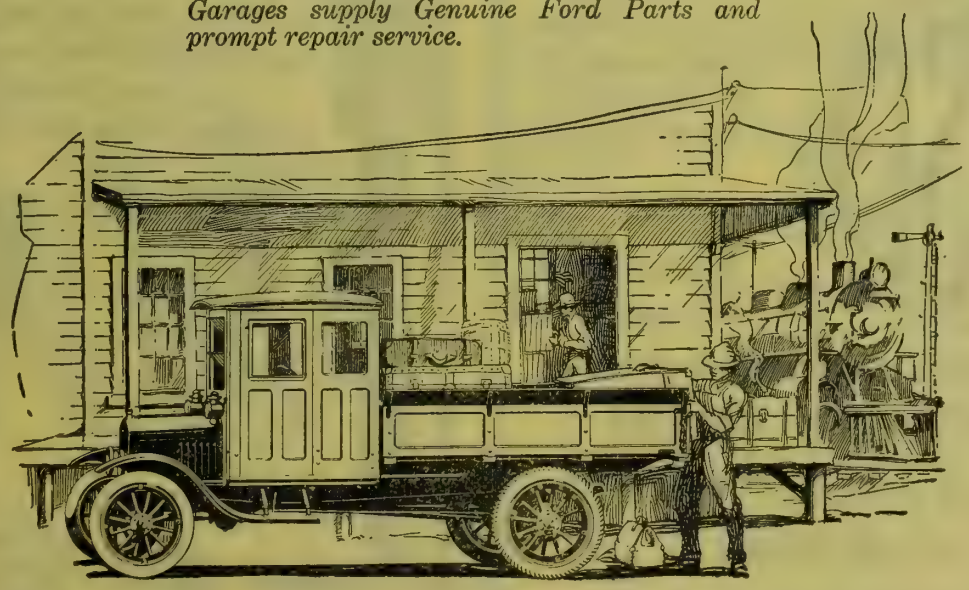
The Ford One-Ton Truck means better and bigger business.

At the station, in crowded streets, wherever there is work,—there you need the Ford One-Ton Truck.

Price (Chassis only) $750. F.O.B. Ford, Ontario.

Use Only Genuine Ford Parts

685 Canadian dealers and over 2300 Service Garages supply Genuine Ford Parts and prompt repair service.



6

Ford Motor Company of Canada, Limited

Ford - Ontario

East or West the North Star is the biggest battery value.

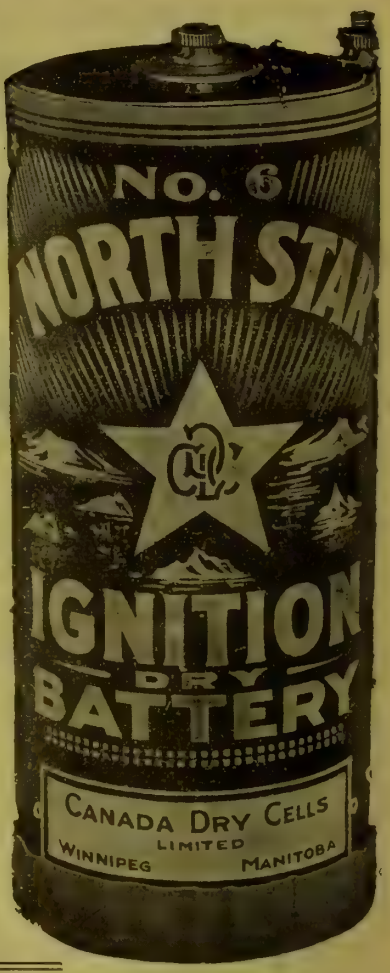
Dependability

The user of North Star batteries knows that he can expect maximum service under all conditions. Heat, cold or humidity cannot affect the strength of the battery—the full power must be delivered in actual spark.

The value of dependability cannot be estimated. Delays, big or little, cost money. Serious loss can be occasioned by unreliable batteries. The North Star cells end delay losses and are a guarantee of continuous operation for engines, tractors, automobiles, telephones, bells, etc.

Made singly and in multiples (perfectly protected and conveniently arranged with handle). The user gets better service and the seller bigger returns and larger turnover from the North Star.

Let us quote you prices.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices Sent Upon Application

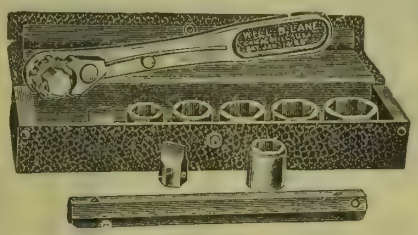
The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET

OFF-SET RATCHET SCREW DRIVER.

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

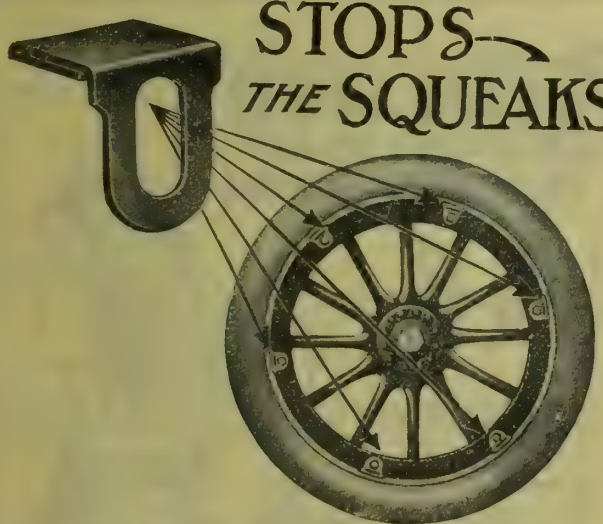
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufacture by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

STOPS THE SQUEAKS



Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS— Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON, ONT.

Tool Locked in Position for Removing or Replacing Tire.

K.P. Universal Rim Tool

The Easiest Way to Remove Tires from Split Rims

Fits all types of cross-cut demountable rims in use to-day.

Collapses a rim no matter how badly a tire may be stuck to it.

Forces the rim back on the tire again with the utmost ease even in the case of new tires which are under-sized.

Locks rim collapsed while tire is being removed or replaced.

Price $6.00

The K.P. PRODUCTS COMPANY, Inc.
250 West 54th Street, NEW YORK, N. Y.
Sold by

Northern Electric Company
LIMITED
Montreal Quebec Toronto Winnipeg Calgary Vancouver
Halifax Ottawa London Regina Edmonton

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office:
149 Victoria St., Toronto
Phone: Main 1239

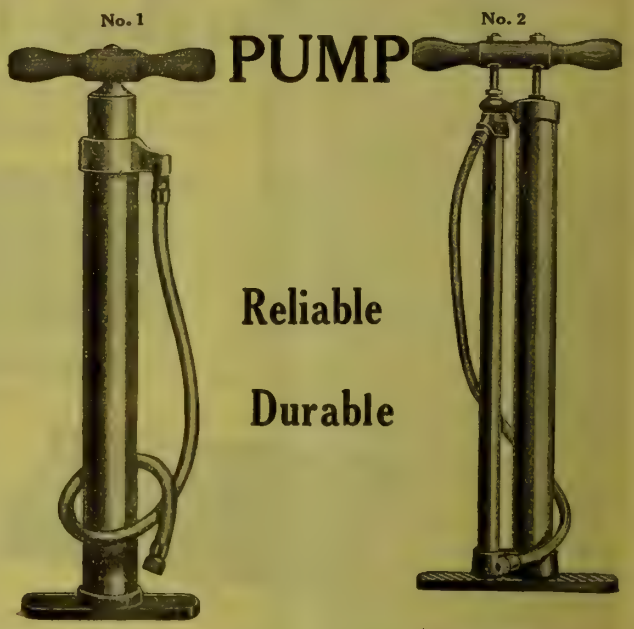
Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'

England's most Durable Plug

Insist on Getting a

TALLMAN TIRE PUMP



Reliable

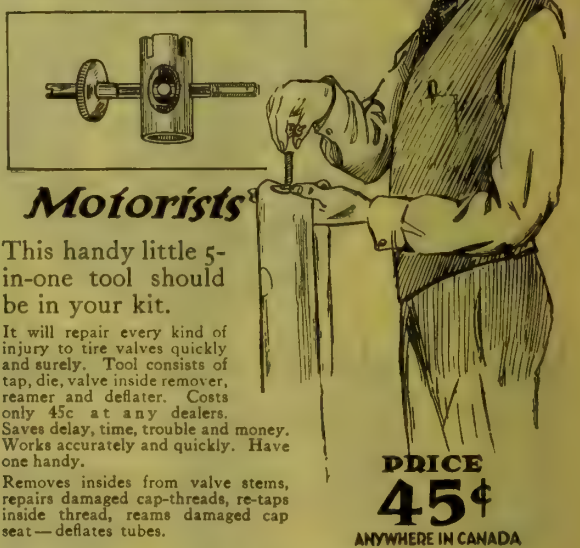
Durable

Tallman Brass & Metal Limited

HAMILTON, ONT.

TRADE MARK REG'D CANADA

"SCHRADER UNIVERSAL" VALVE REPAIR TOOL



Motorists

This handy little 5-in-one tool should be in your kit.

It will repair every kind of injury to tire valves quickly and surely. Tool consists of tap, die, valve inside remover, reamer and deflater. Costs only 45c at any dealers. Saves delay, time, trouble and money. Works accurately and quickly. Have one handy.

Removes insides from valve stems, repairs damaged cap-threads, re-taps inside thread, reams damaged cap seat—deflates tubes.

PRICE 45¢
ANYWHERE IN CANADA

A. SCHRADER'S SON INC.

334 King Street East, Toronto, Canada
London, Eng. New York Chicago

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

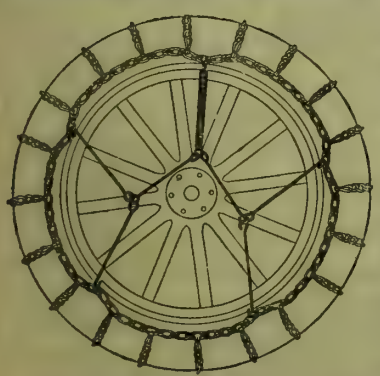
NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



Keep your chains from running too loose with

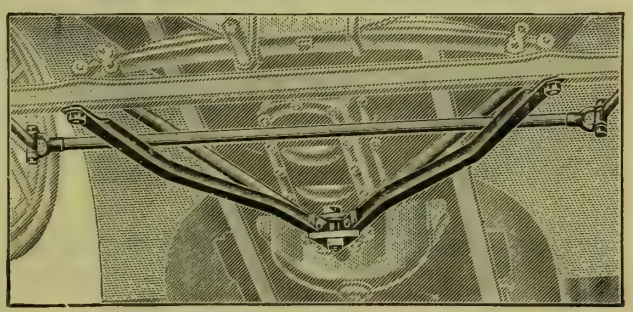
Merchant's Anti-Skid Chain Tightener

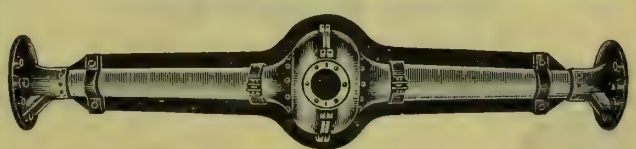
$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

Patent Pending.

M. H. MERCHANT CO., 236 Emma Street, Syracuse, N. Y.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

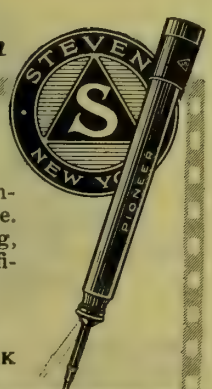
These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

Pioneer Grease Gun



The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

STEVENS & COMPANY
375 BROADWAY NEW YORK

STEVENS PRODUCTS

NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

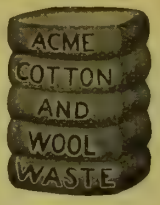
We aid you with sales helps Your jobber will supply you Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

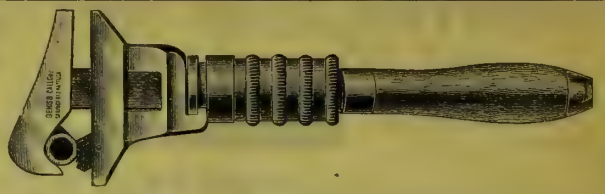
OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO



The Double Duty

The "B. & C." Combination Wrench is the strongest double duty wrench ever made. One side takes a firm grip on the pipe, the other grips nuts in the reliable "B. & C." way. It's a good profit builder.

Write for B. & C. details.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass.

TRADE B&C MARK

100% Profit

is now being made by a considerable number of

Hardware Dealers

handling my lines of

Phonograph Accessories and Supplies

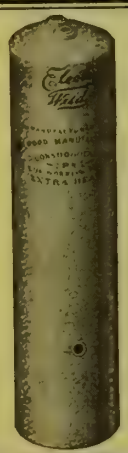
Write to-day for a copy of my latest catalogue and get your name on my mailing list.

H. A. BEMISTER
10 Victoria Street, Montreal, Que.

Canada Wire and Iron Goods Co.

Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens

Hamilton - - Canada



Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland.

TRADE MARK "MORRISCA"

Used the world over.

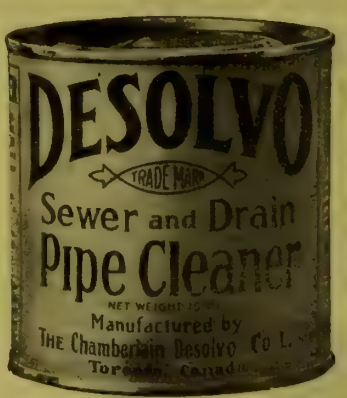
ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



DESOLVO
Continuous Sales

will result for the wise dealer who stocks Desolvo the handy cleaner. Good profits, quick turnover.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives:
RICHARDSON & BUREAU,
55 St. Francis Xavier St.,
Montreal, Quebec.

Ontario Representative:
L. F. MAYNE,
99 Quebec St., Toronto.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company
Limited
St. Catharines, Ontario

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

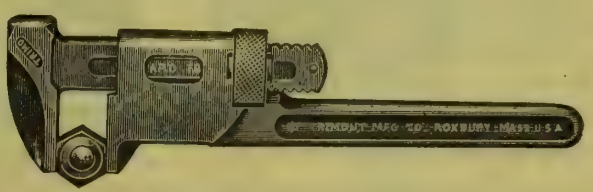
Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Threesherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

NOTICE OF REMOVAL

Cameron & Co.

Successors to Cameron & Campbell

Will move to their New Plant, 74 Logan Ave., Toronto, on May 1

Address all communications to this address after May 1st.

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 10"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.
TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

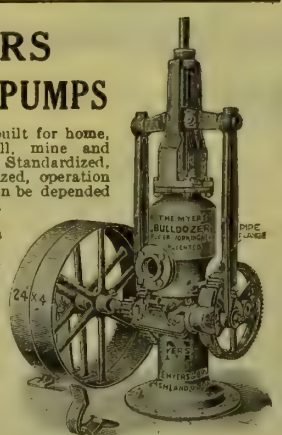
EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL

HARDWARE & METAL'S unique circulation as proven by the A B C Audit is due to 31 years of honest effort to give the retail trade the best possible service.

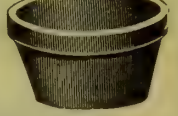
MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND OHIO



Foster Pottery Co.
HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

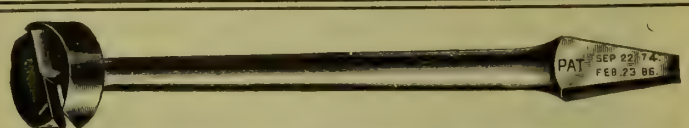
London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

Convenient, Efficient Price Cards for Hardwareman, Stationer, Druggist or any retailer.
The "ONLY" Price Card
Both sides ruled. Special stock, can be erased many times. Write for prices.
WEAVER-BEACH CO.,
5112 Central Bldg., Rochester, N.Y.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES

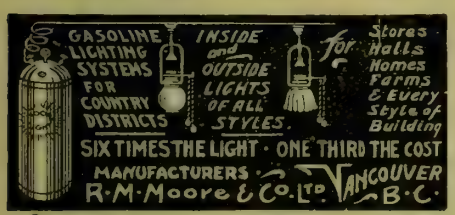
Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal



TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works
The Dominion Metal Company, Limited
Sherbrooke, Que., Canada

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

TANGLEFOOT

The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

Northern Electric

Tape Splice

Insist on these Brands

Northern SPECIAL
Northern VICTOR
Northern NOR-EL-CO

Northern Electric Company
LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATION WANTED

HARDWARE SALESMAN WISHES EMPLOYment in first-class hardware store in good country town. Have been in the business for many years, also have good clerical knowledge. Some time in the future if all is satisfactory could put cash in business. Some person who has made a success and wishes to get out will do well by replying to Box 205, Hardware and Metal.

FOR SALE

FOR SALE—TINNER'S TOOLS, NO. 1 FOOT Squaring Shears, No. 3 Bench Shears, Double Seamer, Groover, Circular Shears, Former, Folder, Beader, Small Turner, Setting Down Machine, Wiring Machine, Small Burr, Folder, Gutter Beader, Mandrel Stake, Steel Letters and Figures. Will sell separately or together. Also two new No. 3 Tubular Separators latest style. Wanted one lever punch. J. W. Fleming & Son, Blenheim.

FOR SALE—HARDWARE BUSINESS IN CENtral Alberta; a splendid opportunity for man with eight thousand or more capital; stock will run about thirteen thousand. Box 203, Hardware and Metal.

WANTED

WANTED — COLD ROLLED SHAFTING IN sizes up to 2 7-16 in. Must be in condition suitable for line shafting. Apply Box 201, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, La Prairie (Mont-

HELP WANTED

WANTED—TINSMITH FOR COUNTRY WORK. Apply stating salary and experience. Box 382 Hardware and Metal.

WANTED—TWO EXPERIENCED HARDWARE clerks for our retail store. Good position for aggressive, ambitious young men. State whether married or single, previous business experience, where, and with whom. The Bond Hardware Company, Limited, Guelph, Ont.

WANTED — HARDWARE SALESMAN, WINdow dressing experience, and exceptional opening for man with pep and ability. Platt Bros. Hardware, 1356 St. Clair Ave., Toronto.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

Opportunities are offered every week on this page

Watch them

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

Have You Received Hardware and Metal Stock Electro Catalog?

TENTS

FOR THE RETAIL HARDWARE MERCHANTS

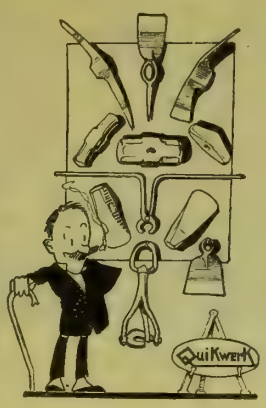
Canada's Largest Tent Manufacturers

COMPLETE CAMP OUTFITS

WOODS MANUFACTURING COY. LIMITED

OTTAWA

MONTREAL TORONTO WINNIPEG



Just a Few Tools

We make a lot more —but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.
234 Griswold St.
WARREN : OHIO

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

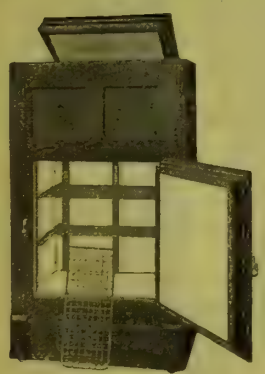
PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes
¼ inch to 3 inch

Also
Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.

H.R.S & Co.
Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.
Estab'd 113 Years
WOLVERHAMPTON, ENGLAND
Harry F. Moulden & Son, Winnipeg, Man.

King of the Field
Corn and Bean Planter

Is a good seller that gives satisfaction

Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

Otterville Mfg. Co. Limited
Otterville, Ont.

INDEX TO ADVERTISERS

Acme Waste Mfg. Co. 158
Aero Mfg. Co. 137
Allen & Co., L. B. 108
Aluminum Goods Mfg. Co. 13
Aluminum Specialty Co. 49
Allway Oiler Mfg. Co., The 135
American Enamel Products Co. 135
American Pad & Textile Co. 18
American Rolling Mill Co. 25
Arnett, Thos. Lewis 95
Ashdown Hardware Co., J. H. 109
Atkins & Co., E. C. 29
Auto Specialties Mfg. Co. 148
Banwell-Hoxie Wire Fence Co. 130
Barnett Co., G. & H. 103
Barrett Co., The 117
Barton Netting Co. 130
Beatty Bros., Ltd. 99
Beckley-Ralston Co. 152
Bemis & Call Hdwe. & Tool Co. 158
Bemister, H. A. 158
Berry Bros. 89
Bissett & Webb, Ltd. 108
Boston Varnish Co. 99
Bowser Co., S. F. 121
Boeckh Co., Ltd., The 87
Brainerd Mfg. Co. 22
Brett Co., The 108
Brandram-Henderson, Ltd. 68, 69
Brown-Boggs Co. 24
British Aluminum Co. 133
Brown & Sharpe Mfg. Co. 19
British Smelting & Refining Co. 31
Buffalo Specialty Co. 27
Butcher & Co., J. H. 161
Butterfield & Co. 35
Butler & Co., Geo. 135
Calendar Mfg. Co., John 108
Cameron & Co. 160
Canada Cycle & Motor Co. 129
Canada Decalcomania Co. 161
Canada Dry Cells, Ltd. 154
Canada Foundries & Forgings, Ltd. 36, 37
Canada Lamp & Stamping Co. 154
Canada Metal Co. 95
Canada Steel Goods Co., Ltd. 3
Canada Wire & Iron Goods Co. 158
Canadian K. K. Co. 51
Canadian National Carbon Co. 20, 21
Canadian Potato Machinery Co. 26
Canadian Tube & Iron Co. 50
Canadian Winkley Co., Ltd. 154
Canadian John Woods Mfg. Co. 158
Cane & Sons, William 51
Carborundum Co. 17
Cannon Oiler Co. (successors to R. E. Bloomer) 160
Caron Bros. 161
Carswell, Morris, & Co. 158
Carter White Lead Co., Ltd. 130
Cartland & Son, Jas. 32
Carverhill, Learmont & Co. 40
Chamberlain Desolvo Co. 158
Champion Ignition Co. 145
Channell Chemical Co. ..... Inside front cover
Chesterman & Co., Jas. 29
Chicago Flexible Shaft Co. 11
Chicago Spring Butt Co. 51
Christiansen Implements, Ltd. 108
Clayton & Lambert 132
Cleveland Stone Co. 50
Climax Baler Co. 161
Coghlin Ltd., J. B. 157
Collette Mfg. Co. 51
Colts Patent Fire Arms 152
Crescent Co., The 50
Crane, Limited 132
Davidson Mfg. Co., The Thos. 43
Dennis Wire & Iron Co. 88
Diamond Saw & Stamping Works 161
Disston & Sons, Henry 18
Dominion Battery Co. 16
Dominion Belting Co. 132
Dominion Metal Co. 161
Dominion Sheet Metal Corp. 101
Doon Twines, Ltd. 161
Dorken Bros., Ltd. 138
Dougall Varnish Co., Ltd. 93
Dowswell, Lees & Co. 14
Duluth Show Case Co. 31
Eddy Co., E. B. 15, 24
Eureka Planter Co. 45
Evans, W. T. 160
Excelsior Wire Co. 160
Ford Motor Co. of Canada 163
Foster Pottery Co. 160
Frost Steel & Wire Co., Ltd. 12
Fryac Mfg. Co. 160
Gendron Mfg. Co. 136
Gillette Safety Razor Co. 52
Gipe-Hazard Co., Ltd. 132
Glidden Co., The 91
Goodell-Pratt Co. 23
Graham Nail Works, The 121
Great West Electric Co. 167
Great Western Smelting & Refining Co., The 132
Greb Co., The 160
Greening Wire Co., Ltd., The B. 33
Guelph Spring & Axle Co. 161
Gutta Percha & Rubber Co. 141
Hamilton Cotton Co. 42
Hamilton Gas Mantle Co. 132
Hamilton Stamp & Stencil Works 161
Hamilton Stove & Heater Co. 6
Hobbs Mfg. Co., Ltd. 163
Homer & Wilson 132
Hoyt Metal Co. 136
Huther Bros. Saw Mfg. Co. 8
Hutton & Co., James 132
Hydro-Electric Power Comm. 130
Hyslop Bros. 151
Imperial Bit & Snap Co. 138
Imperial Oil, Ltd. 139, 140
Imperial Varnish & Color Co. 111
Ingersoll File Co., Ltd. 32
Innes & Co. 149
Jacobs Mfg. Co., The 26
Jardine & Co., A. B. 136
Jenkins Bros., Ltd. 38
Jennings Mfg. Co., Russell 161
Johnson & Sons, C. H. 138
Johns Manville Co. 39
K. P. Products Co. 166
Kent Garvin & Co. 138
Keystone Mfg. Co. 136
Kinzinger, Bruce & Co. 161
Korn Razor Mfg. Co., Geo. W. 138
Laidlaw Bale Tie Co. 133
Lamplough & Co., F. W. 161
Landers, Frary & Clark 2
Lane Unique Wrench Co., Will B. 155
Leslie Tinware Co., Ltd., The 44
Line & Kimball 157
London Rolling Mills Co. 95
Ludgate, Ryder & Thomas Co. 133
Lufkin Rule Co. of Canada, Ltd. 164
Mab Company, The 44
Manitoba Steel & Iron Co. ..... Back cover
Martin & Co., The L. 131
McArthur & Co., Alex. 121
Marble Arms & Mfg. Co. 127
Marquette Mfg. Co. 144
McDougall & Co., R. 131
Meakins & Sons 64
Merchants Hardware Specialties, Ltd. 95
Merchant Corp., M. H. 157
Ministry of Munitions 119
Mica Company of Canada 161
Moore & Co., Ltd., Benjamin 85
Moore & Co., Ltd., R. M. 161
Morrison Brass Mfg. Co., Jas. 43
Morrow Screw & Nut Co., John 115
Motor Necessities Co. 95
Myers & Bros., F. E. 160
Myers Co., C. A. 161
Nagle Mfg. Co., H. 133
National Enameling & Stamping Co. 125
National Stamping & Elec. Works 157
National Spark Plug Co. 150
Niagara Falls Metal & Stamping Works 44
Nicholson File Co. 27
Nineteen Hundred Washer Co. 28
Northern Bolt, Screw & Wire Co., Limited 46
Northern Electric Co. 161
Northwestern Chemical Co. 143
Norcross & Sons, C. S. 157
Northland Ski Co. 157
Nova Scotia Steel & Coal Co. 160
Oak Tire & Rubber Co. 157
Oakey & Sons, Ltd., John 162
O-Rib-O Mfg. Co. 108
Ottawa Paint Works, Ltd. ..... Inside back cover
Ottawa Trading Co. 131
Otterville Mfg. Co. 163
Owl Metal Co., Ltd. 160
Owen Sound Wire Fence Co., Ltd. 161
Parmenter, Bulloch & Co. 44
Partridge Rubber Co. 146
Penberthy Injector Co. 123
Pink & Co., Thos. 46
Plymouth Cordage Co. 5
Prairie City Oil Co., Ltd. 108
Pratt & Lambert 115
Progressive Mfg. Co. 166
Rajah Auto Supply Co. 147
Ramsay & Son, A. 97
Reed & Co., George W. 131
Ren Automotive Co. 155
Remington UMC of Canada ..... Front cover
Rice Lewis & Son, Ltd. 1
Rock Island Mfg. Co. 46
Rogers & Son, Henry 103
Rideau Specialty Co. 160
Samuels, J. 46
Sanderson Harold Co. 163
Sand Sons, J. 163
Saskatchewan Glass & Supply Co. 107
Schultz Mfg. Co., Ltd. 134
Schrader & Son, C. A. 156
Shurly Co., T. F. 159
Simms & Co, T. S. 89
Shaler Co., C. A. 142
Simonds Can Saw Co., Montreal 137
Slater & Barnard 30
Sphinx Mfg. Co. 156
Spramotor Co. 28
Stanley Rule & Level Co. 10
Stanley Works, The 127
Starrett Co., L. L S. 41
Steel Company of Canada 9
Stephens & Co., G. F. 105
Stevens Company 157
Still Mfg. Co., J. H. 159
Stratford Brass Co 48
Sturgeons Limited 49
Tallman Brass & Metal, Ltd. 56, 166
Tanglefoot Co. 161
Taylor-Forbes Co., Ltd. 31
Toronto Plate Glass Importing Co. 133
Tower Canadian Co. 48
Trees & Co., Samuel 46
Trimont Manufacturing Co. 159
Turner & Sons, J. J. 163
Union Iron & Metal Co. 138
United Sand Paper Co. 159
Vaughan & Bushnell 28
Vol-Peek Mfg. Co. 133
Ward & Payne 134
Warren Tool & Forge Co. 163
Weaver Beach Co. 161
Western Clock Co. 4
Wheeler & Bain 49
White & Colquhoun 48
Whittal Can Co., Ltd., A. R. 127
Wickware, W. H. 163
Wilkinson & Kompass 158
Wilckes-Martin-Wilckes 161
Wilkins Co., Geo. H. 161
Wilt Twist Drill Co. of Can., Ltd. 7
Woods Mfg. Co 163
Wrought Washer Co 49
Woods & Co., Walter 135

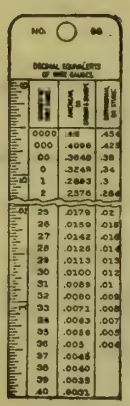
LUFKIN MECHANICS' SCALES

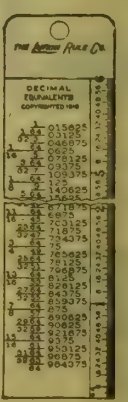
ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS

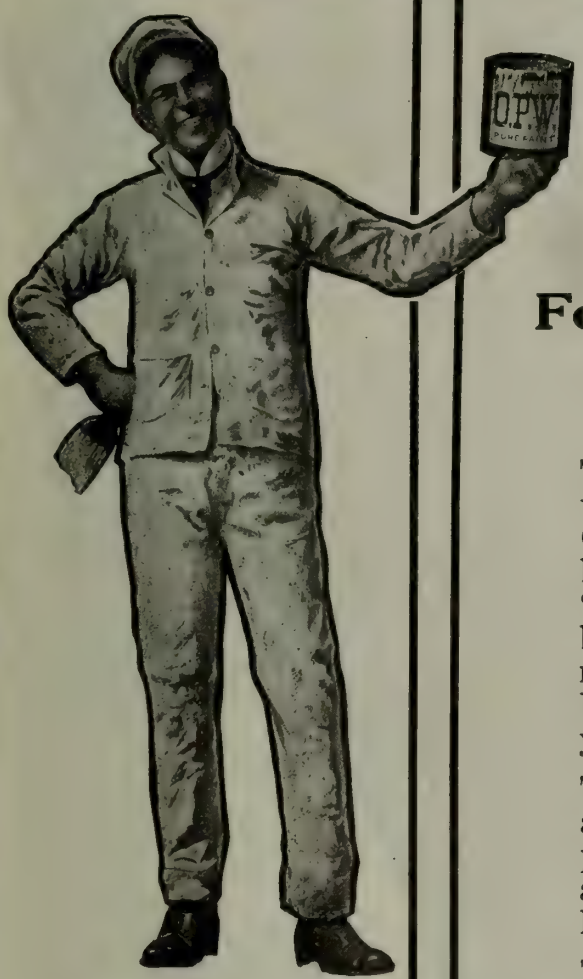




THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade-Mark Registered



Paints and Varnishes for Every Purpose

Barn Paint

For Barns, Out-Buildings, Silos and Fences, etc.

The farmers, and your other rural customers, will be reading convincing advertisements of O.P.W. paints for barns, silos, fences and out-buildings shortly, in "Farmers' Magazine," "MacLean's" and other publications. Bill-boards are impressing O.P.W. paints on his mind as he passes along the highways to town. Will he find O.P.W. paints and varnishes at your store?

The modern farmer is a progressive, wide-awake business man. He uses O.P.W. barn paint to insure his property against decay just as he insures his buildings and crops against loss by fire and other damage.

The modern, alert hardwareman is ready to sell him O.P.W. paints and to tie up with strong consumer advertising in the rural man's favorite papers.

N

is for nice, new O.P.W. paints, needed for necessary neatness in neglected neighborhoods. Never neglect normal needs—order *Now!*

"Save the surface and you save all" *Paint & Varnish*

Let Us Show You a Paying Agency Plan

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Is Your Name on Our Monthly Mailing List?

A postcard from you will bring our monthly Warehouse Stock List.

Everything listed from plain metals to finished products for the use of Railways, Shipbuilding and Mining Companies, Public Works, etc.

The only complete Warehouse Stock in the West.

We Make Immediate Shipments from stock of

BARS

Iron and Mild Steel in Flats, Rounds, Squares or Twisted. All Sizes.

Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap. and Set Screws, Beams, Angles, Channels, Plates, Tees, Tool Steel, Rails, new and relaying, Gauge Sheets, Shafting, Wire Cable, Babbitt Metals, Solders, Pig Lead, Pump Rods, Turn Buckles, etc.

Send for Stock List To-day.

The MANITOBA STEEL & IRON CO.
LIMITED

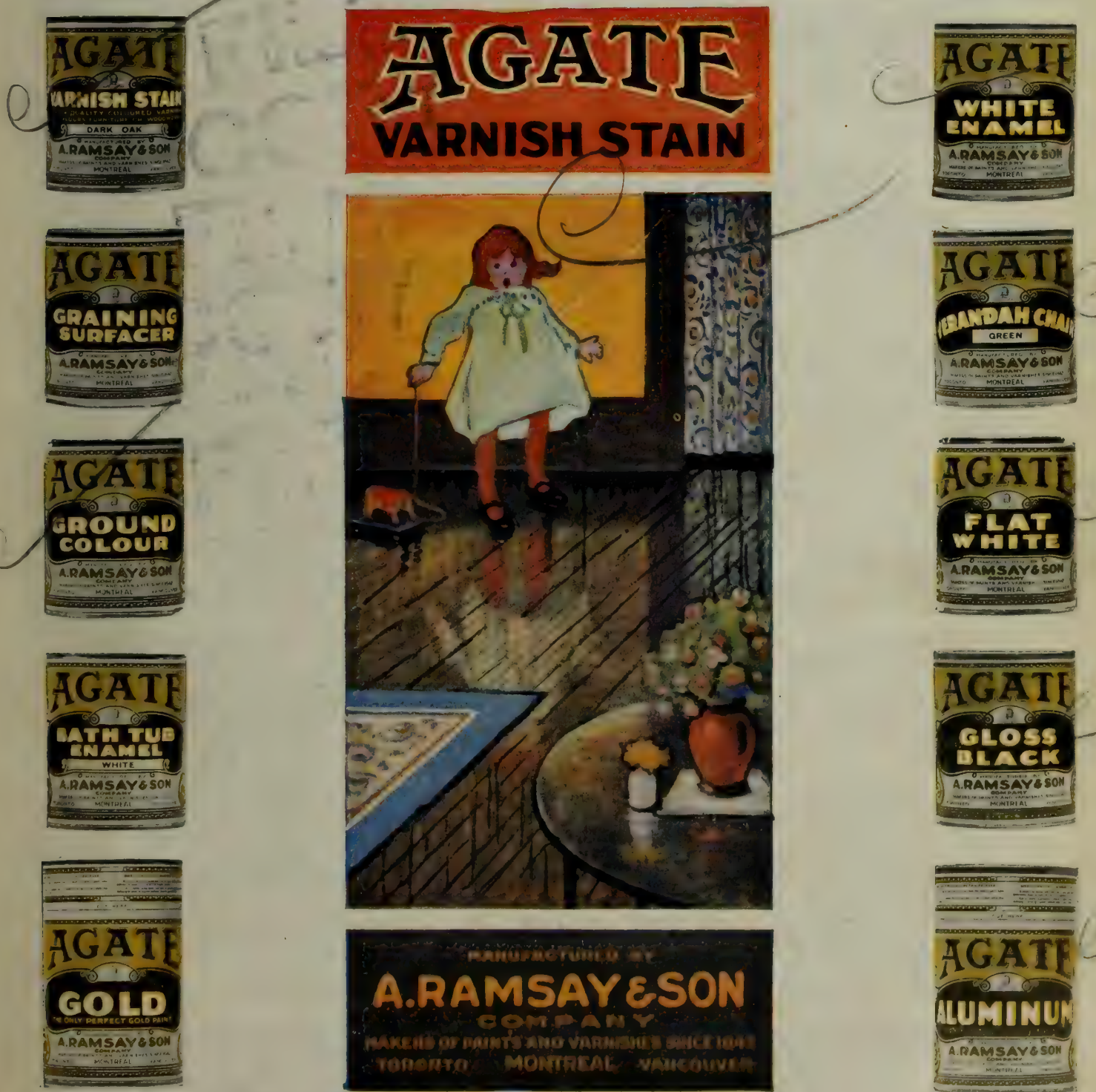
Steel, Iron and Metal Merchants

WINNIPEG, CANADA

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII No. 17. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA APRIL 24, 1920

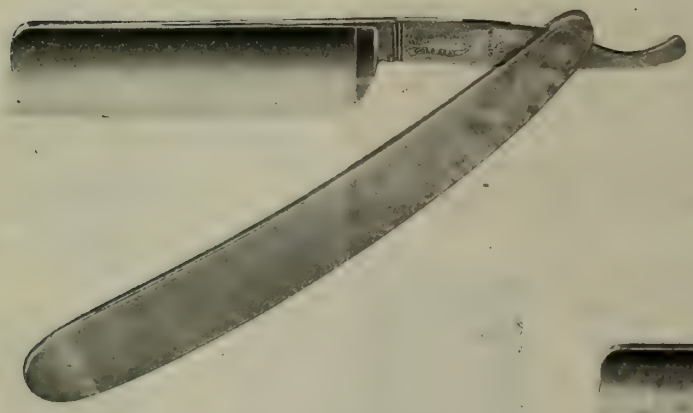


Genco

REG. U.S. PAT OFF

RAZORS

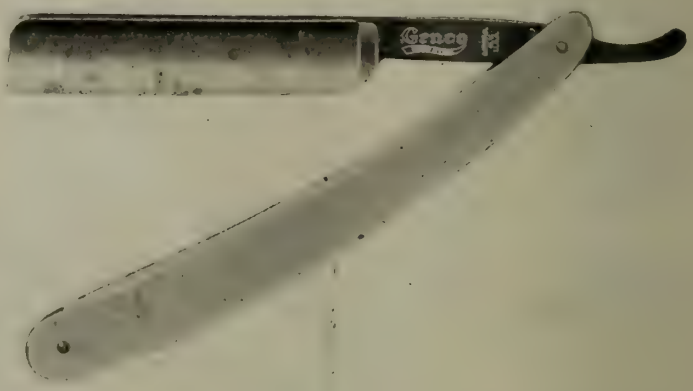
TWO GENCO FAVORITES



GOLD SEAL

Ground full concave, blade finely polished, back and tang heavily **Gold Plated.** Transparent amber handle.

The beautiful combination of blade with gold plated back and tang, and transparent amber handle produces a handsome razor in the Gold Seal.



FLUID STEEL

Ground full concave, blade finely polished, back and tang finished dark **Gun Metal** by our anti-rust process. Handle imitation ivory.

Contrast between an ivory-white handle and dark gun metal back and tang makes the Fluid Steel unusually attractive.

When your customer buys a razor that shaves him smoothly and comfortably again and again—one with an edge that can be tuned up for each shave by a few strokes on a good strop—he is thoroughly pleased with his purchase.

GENCO Razors are guaranteed to please men in just that way. Your men customers are familiar with the guarantee:

"Genco Razors must Make good or we will"

They see it continually in Genco advertising appearing in the Saturday Evening Post and a list of other national publications.

Add to this guarantee of quality the splendid appearance of the Genco Gold Seal and Genco Fluid Steel styles and you will know just why so many of these two popular Genco Razors are being sold.

Most Jobbers Carry Genco Razors in Stock. If yours do not, write us.

GENEVA CUTLERY CORPORATION

159 Gates Ave. -- Geneva, N.Y.

HARDWARE AND METAL, April 24, 1920. Volume XXXII., No. 17. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Experience

If a man comes to you for a "job," one of the first questions you ask is—"What experience have you had?" And the greater his experience the better his "chance."

Our experience in the hardware business covers many years, and during that time it has always been our endeavor to give the orders we receive the careful attention and prompt shipment that will merit a continuance.

H. S. HOWLAND, SONS & CO., Limited

TORONTO

HOWLAND'S SAMSON QUALITY H S HOWLAND SONS & CO TORONTO

HOWLAND'S SAMSON QUALITY H S HOWLAND SONS & CO LIMITED TORONTO

UNIVERSAL
ALUMINUM WARE

No Leaking, No Breaking, Seamless in Making

UNIVERSAL Aluminum Ware is new in design—new in quality—concepts—new in sanitary features—new in selling possibilities.

Every utensil a strictly quality product.

A Few Features of "Universal" Betterness

Bodies of pots, pans and kettles are gracefully formed, seamless and leak-proof. No sharp angles, cracks or crevices to collect dirt, grease or grime. Extra large, extra strong close-fitting Beads. Handles doubly braced for double strength — made of cold-rolled steel, heavily tinned. Bails stand at any angle away from the heated vessel. Ears with straight edges easy to keep clean — made of cold-rolled steel. Pure Aluminum spouts welded to bodies.

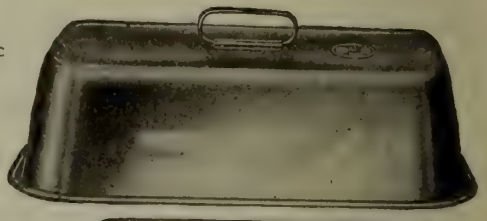
Because of the prestige all "Universal" products have with householders throughout the country "Universal" Aluminum Ware has met with instant popularity, and no line which we have put on the market has had a more enthusiastic reception.

Canadian Representatives:

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK

New Britain, Conn.



Hatch
Garage Door Outfits

Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of the doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

With the present oversold condition of the automotive industry, the Hardware Dealer in Garage Hardware has a splendid outlook for the future.

Canada Steel Goods Co., Limited

Hamilton, Canada

The Set Includes

- 3 Special Swivel Door Rollers.
- 22 Feet of Track.
- 3 Pairs Special Garage Door Hinges.
- 3 Stay Rollers (floor guides).
- 2 Extra heavy Garage Door Handles.
- 1 Safety Hasp (for fastening doors outside)
- 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details

THE feeling of confidence, of absolute assurance that any Starrett Tool will always justify its owner's faith in its accuracy, explains the preference given them by machinists the world over.

Write for
Catalog No. 21 "MA"
of
Starrett Tools
Sent Free
on Request

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

42-37

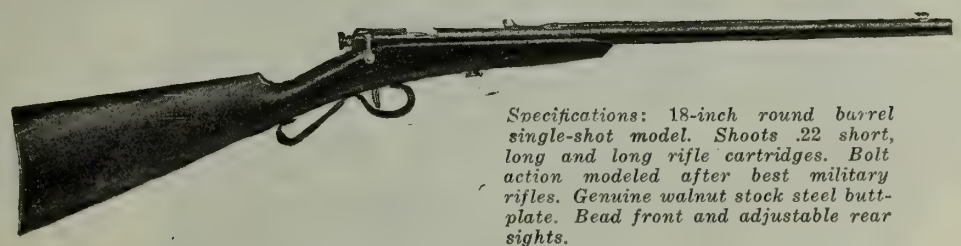
Starrett Tools

SAVAGE QUALITY TRADE MARK

SAVAGE

THE SAVAGE JUNIOR RIFLE

.22 Calibre



Specifications: 18-inch round barrel single-shot model. Shoots .22 short, long and long rifle cartridges. Bolt action modeled after best military rifles. Genuine walnut stock steel butt-plate. Bead front and adjustable rear sights.

IT is a rifle worthy of your careful attention for your 1920 season. Staunch and well made, of Savage Quality throughout, it has a strong appeal to youngster and seasoned riflemen as well. To the novice, it affords at a modest price, an opportunity to learn the lure of the firearm——to the hunter it is an indispensable item in his equipment for small game, and for amusement around camp.

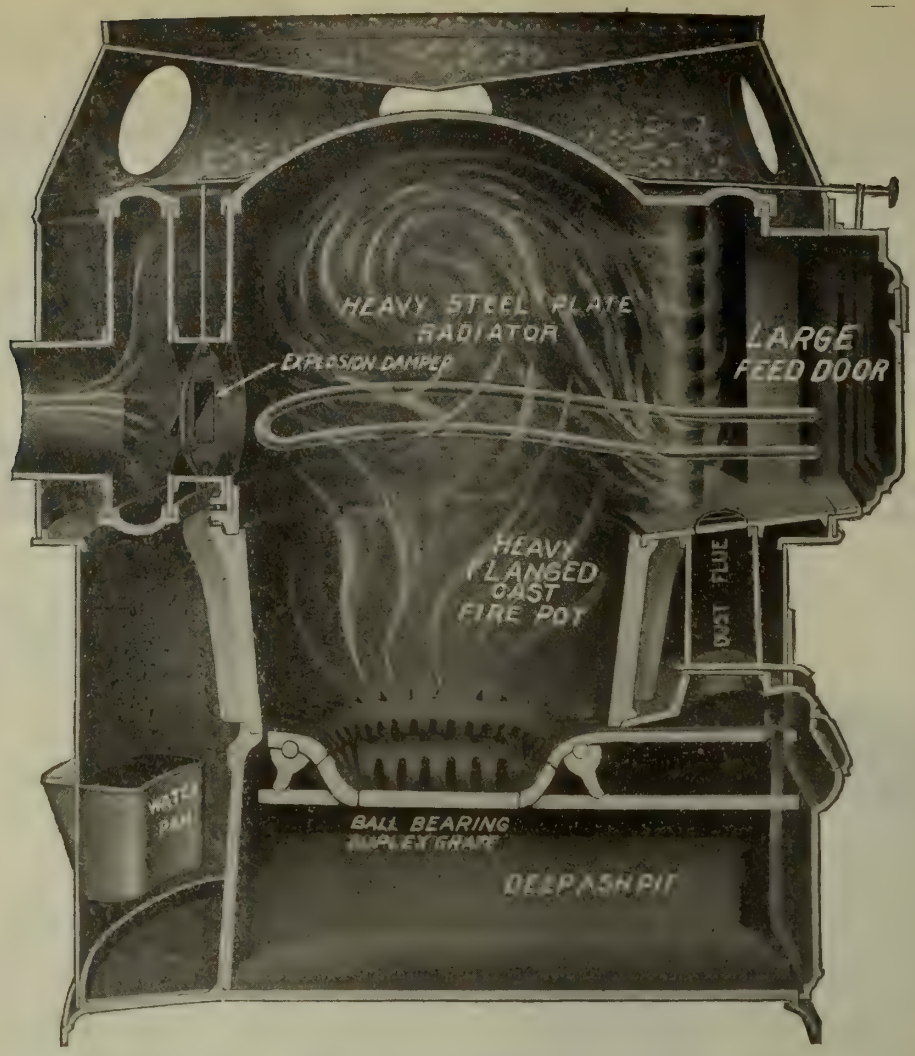
Remember, it is bolt action, a miniature army rifle, simple as a monkey wrench, and unsurpassed in accuracy.

It is low in price——it will sell in large volume. Add it to your stock this year.

SAVAGE ARMS CORPORATION

Sharon, Pa. UTICA, N.Y. Detroit, Mich.

Executive and Export Offices: 50 Church St., New York, N.Y.



THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.
If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

MR. F. C. MOORE
143½ Higgins Ave. Winnipeg, Man.

WILT

HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS

"Where there's a WILT-there's the Way"

SALES!

You can be sure of satisfactory sales with **WILT High Speed and Carbon Twist Drills, Reamers and Cutters.**

They are made by the most skilful workmen and only the highest grade materials obtainable are used in their construction.

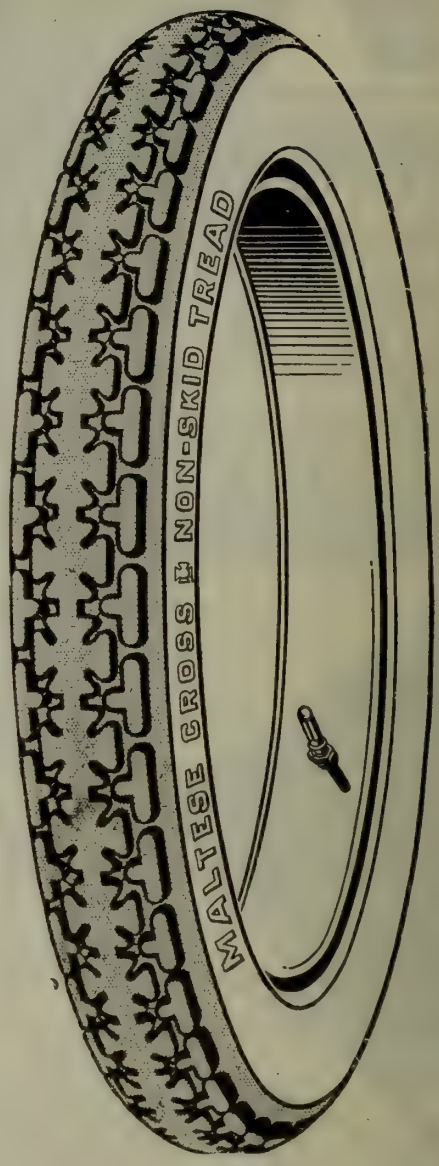
We can now supply you a complete line of **specially designed Reamers** for Ford cars. All high-class tools backed by the Quality name—WILT. It's profitable to sell **WILT Products.**

WILT TWIST DRILL CO.

Walkerville **OF CANADA, LIMITED** **Ontario**

LEADERS— by Public Demand

Dealers are finding a big call for "Gutta Percha" Tires this season. The answer is very simple. Wherever motorists have used "The Tires That Give Satisfaction" they have had real motoring enjoyment—an absolute freedom from that old bugaboo, "tire trouble." 1920 is going to be a "Gutta Percha" year. You can make it your big tire year—big in sales and profits, if you handle



"GUTTA PERCHA" TIRES

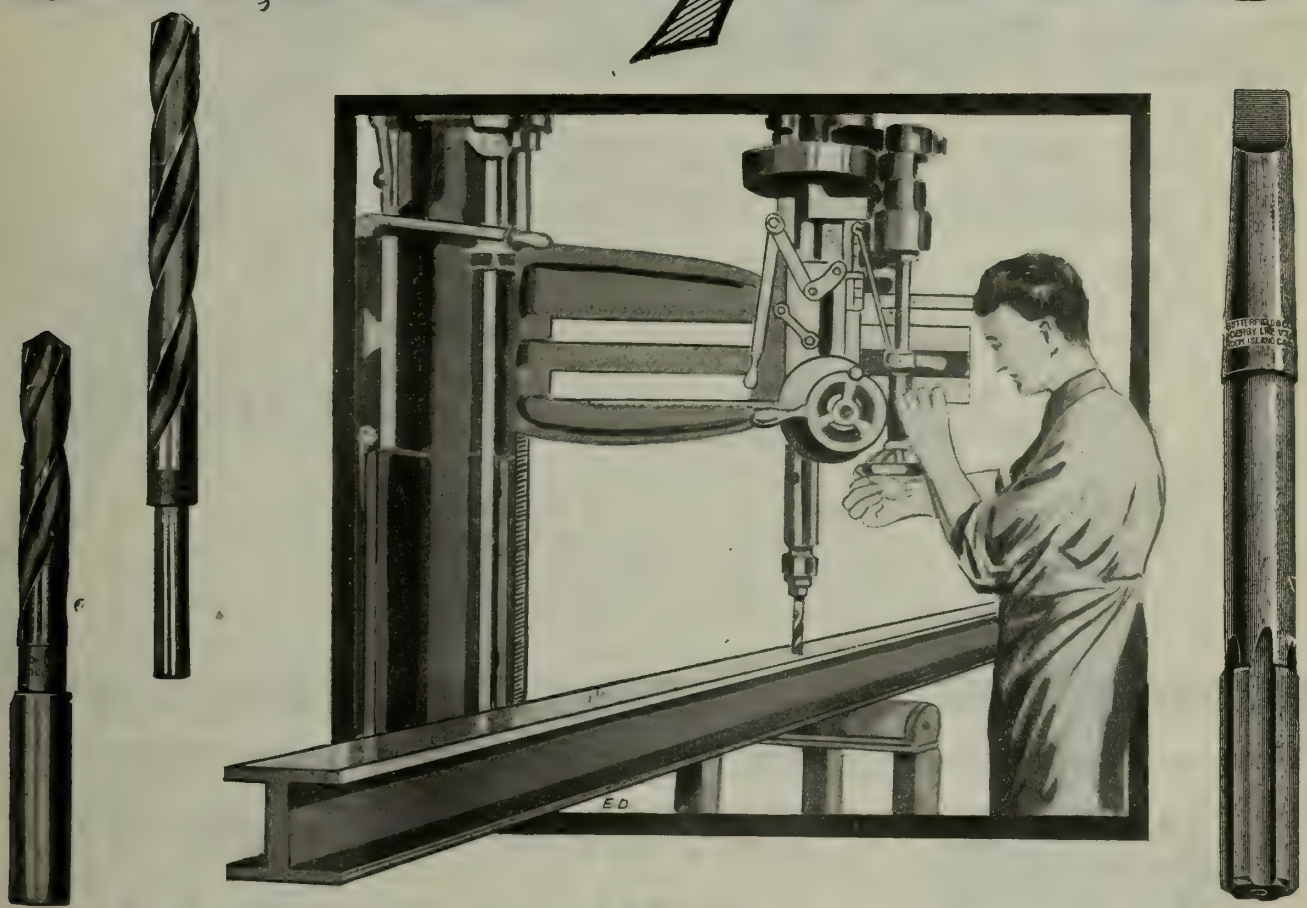
"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Limited

Head Office and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Toronto, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

Butterfield



High Speed and Carbon Twist Drills, Reamers, Milling Cutters, Dies, etc.

Butterfield sales are gratifying to the hardware merchant, not only because of their large volume, but also because of their favorable effect on future business.

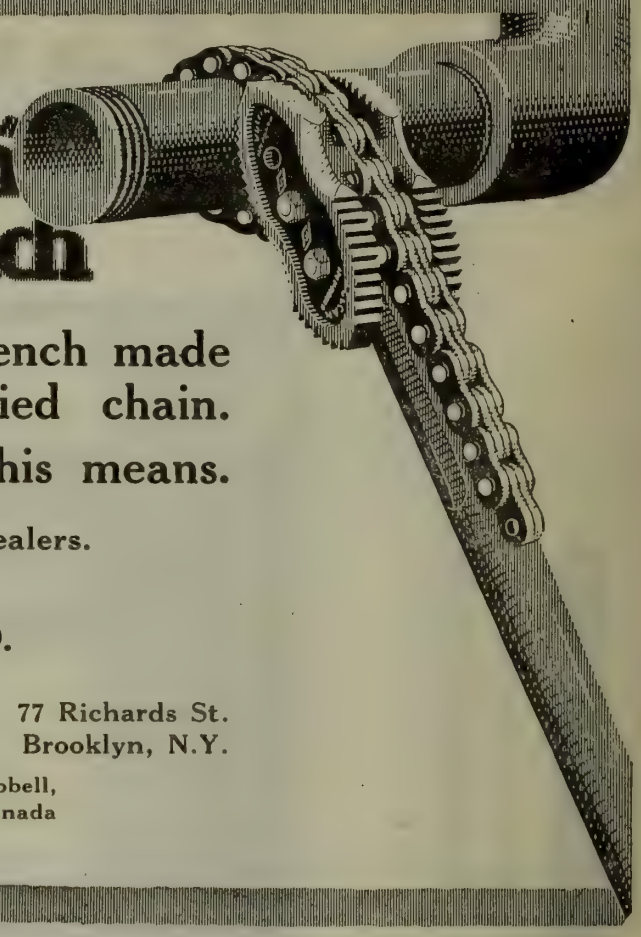
Because Butterfield Tools are accurate, speedy and reliable, mechanical men buy them readily; because in practical performance they give valuable results, they are constantly purchased on repeat orders, insuring to the merchant a healthy growth of lasting business.

Butterfield & Company Division

Union Twist Drill Company
Rock Island, Que.

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

Williams' Improved Vulcan Chain Pipe Wrench



The *only* chain pipe wrench made with proof-tested and certified chain. You know how much this means.

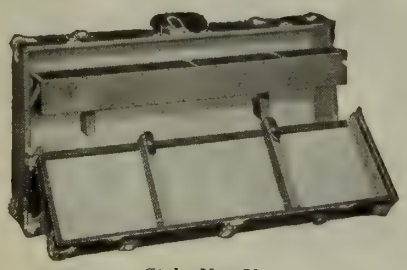
For 1/8 to 18-in. pipe—at your dealers.

J. H. WILLIAMS & CO.

"The Wrench People"

77 So. Clinton St. Chicago, Ill.
77 Vulcan St. Buffalo, N.Y.
77 Richards St. Brooklyn, N.Y.

Western Canadian Agent: W. Bruce Campbell,
77 Confederation Life Bldg., Winnipeg, Canada



Style No. 70

The new Pilliod Portable Carpenter Case of novel construction and design. Built of wood and fibre reinforced with trunk slats. Contains three compartment trays; saw and level racks.

Style Nos. 50, 55, 56.

In quartered oak and covered. This style is preferred by many, who wish to carry the heavier tools in the top. Door automatically locks when top is closed. A hook bolt lock.

Every Mechanic a Prospect for

Pilliod Portable Tool Cases

"Built for Service"

A profitable line that attracts attention and arouses favorable interest in every man that carries tools.

Made in a wide variety of styles to suit all requirements. A specially good seller is the "Rattle Proof Case" (No. 60-65). No. 70 is a special model for carpenters.

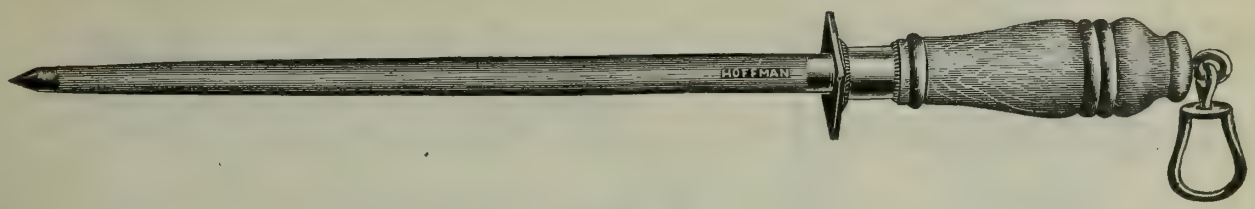
This line offers the strongest tool cases made. They are furnished in oak, mahogany and other wood; leather-covered; fitted with polished lacquered brass and special locks.

Absolutely Guaranteed

The Pilliod Lumber Co.

Swanton, Ohio, U.S.A.

There's a Great Difference



Comparison, when it is a question of quality and workmanship, is the only positive method in determining the superlative.

We invite comparison of

HOFFMAN STEELS

with any other standard knife sharpener.

Our experience in this line, which covers a period of over forty years, has enabled us to improve upon various methods in the making of butcher steels, some of which are embodied in our own product exclusively.

The cutting, for instance, is done by our own secret process and each steel goes through at least three more operations than any other steel, so that each tooth is the same depth and equally as sharp.

These steels are cut on an average of 225 to 235 teeth per inch, which makes them so fine that very little rubbing is necessary in order to attain an excellent cutting edge on any knife. Each steel is hammered from shoulder to point, thoroughly tempered, warranted against any soft spots, and what's more, our guarantee goes with every one.

All our "HOFFMAN" steels are manufactured of an especially high grade material, carefully selected and put through the severest acid tests.

Let us mail you a catalog.

WIEBUSCH & HILGER, LIMITED

106-110 LAFAYETTE ST. NEW YORK CITY, N.Y.

Canadian Selling Agent

JAS. GERARD KERR, 411 St. Nicholas Building, MONTREAL

Brantford Asphalt Slates in big demand

The hardware dealer can meet every roofing requirement with this line of nationally advertised, first quality roofing.

Brantford Roofing Co., Limited

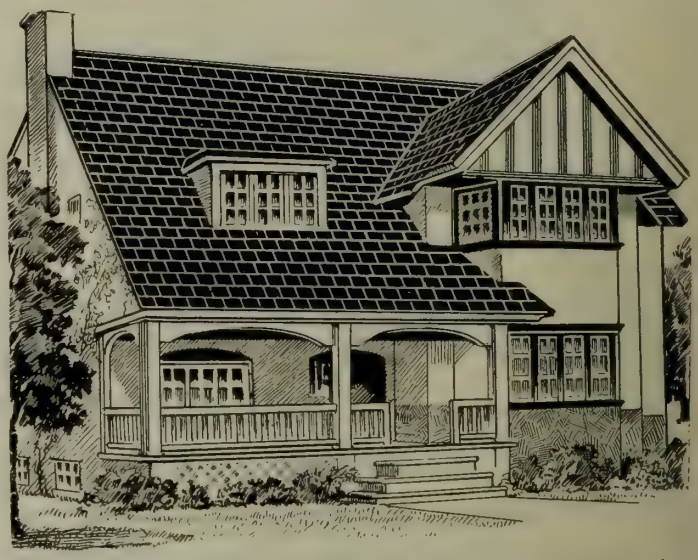
Head Office and Factory: BRANTFORD, Canada

Branches at TORONTO, MONTREAL, HALIFAX, WINNIPEG

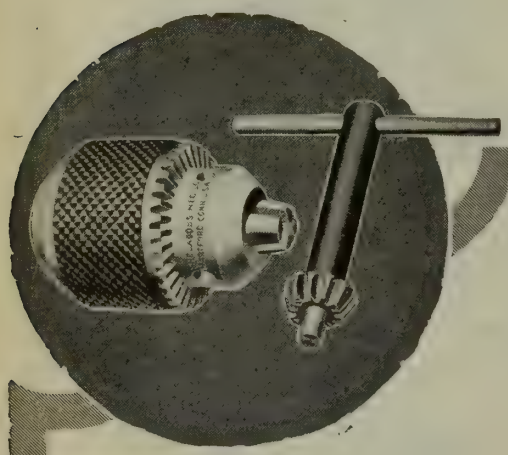
The output of Brantford Asphalt Slates in 1918 was double 1917—1919 double 1918. This indicates that there is a big, growing market for this artistic, durable, fire-resistant roofing.

Progressive hardware dealers who push the sale of Brantford Asphalt Slates will find it a very profitable line. In fact, there are good profits to be made in the entire line of Brantford Roofing—

Asphalt, Rubber, Crystal, Leatheroid and Standard Mohawk in rolls—Asphalt Slates in individual size shingles, and the Asphalt Slab Slate, which is four shingles in one—and Climax Sheathing Paper, a big seller.



JACOBS CHUCKS



These Chucks will win for you the confidence and good-will of any customer who is a drill user..

Selling him a Jacobs Chuck means selling him better drilling—better drilling because of greater efficiency, convenience, ease of handling and economy in the actual operation.

Canadian Hardware Dealers handling mill supplies have found Jacobs Chucks a most profitable line. If you do not carry mill supplies, why not start a department of this kind and start it with Jacobs Chucks?

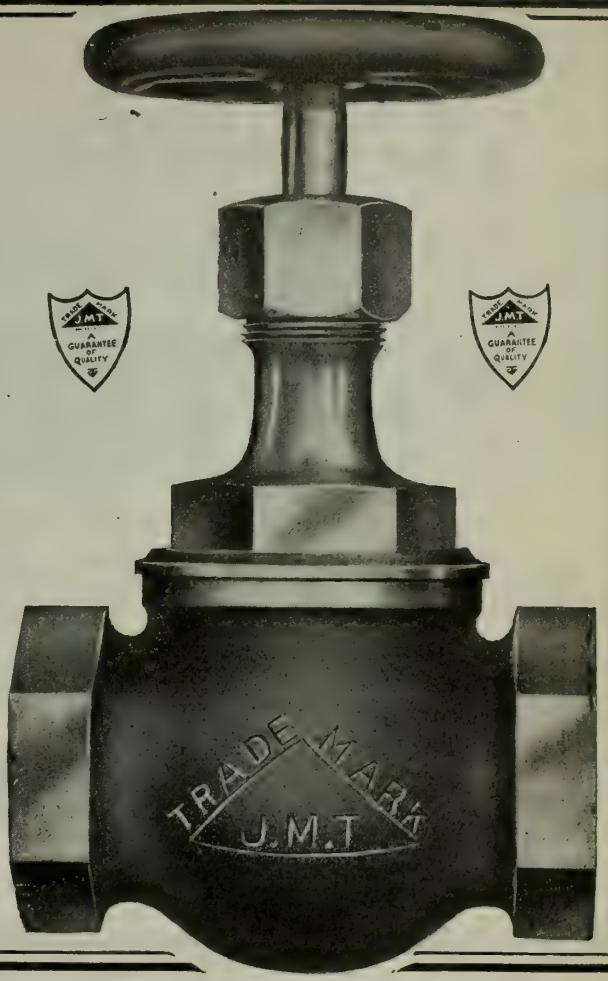
THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

Prestige For Your Store

Morrison Valves

The well known name of Morrison is to be found on most specifications. Men in the mechanical field, who demand the best, the very highest quality, think of *Morrison Valves* first. The dealer who stocks this reliable line, will find the same spirit prevailing among his customers.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - - Toronto



Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Cotton
Jute
Twines

Walter Woods & Co.
Hamilton and Winnipeg

Dealers—Wake Up

Are you getting a big share of the money that is being spent for Tires? It's your own fault if you are not. The exceptional road record of

PARTRIDGE TIRES

has made motorists eager for them. Arrange an attractive display in your windows—it will draw trade to your store. Within the next two months, thousands of dollars will be spent for tires. Get your share. We can make immediate shipment in all sizes.

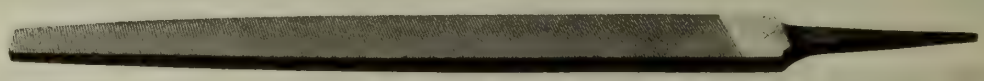
We Do Vulcanizing

Send us your vulcanizing work. All work is executed by our expert and is sure to please your customers. Estimates given before the work is commenced, if desired. Send all tires express prepaid.

We carry a complete line of high grade automobile accessories.

Samuel Trees & Co., Limited

42 Wellington St. E. Toronto



"It isn't necessary to know a man's record if you have acquaintance with his standards."

AS WITH MEN, SO WITH FILES

We have set the highest standard for our product. We use only best Clay Crucible Cast Steel, and employ skilled Canadian file craftsmen, and good Canadian capital in our business. We even build our own file machinery to measure up to our exacting standards.

P H

IMPERIAL

The inevitable result is that "They cut faster and wear longer."

Be File-Wise

INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited

Sole Distributors

INGERSOLL, ONTARIO

INGERSOLL

Story for Week Dated April 24, 1920. Being No. 2 in the Series

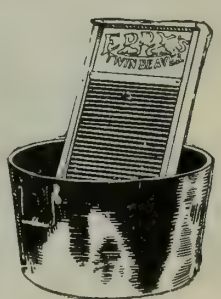
The Founder of the E. B. Eddy Company

Ezra Butler Eddy
Born Aug. 22, 1827; Died Feb. 10th, 1906

HERE is the originator of the whole vast organization of The E. B. Eddy Company, of Hull, largest manufacturers of matches, paper, paper bags, indurated fibreware, wood pulp, sheathing, and wood or wood-pulp and sulphite products in the British Empire. Here is the man who made and sold the first matches in Canada, who started in a little shack on a rental basis making at most ten cases of matches a day, and driving his own wagon as far as Toronto with his wares for sale. This is the man who faced and fought devastating fire over a score of times, who conquered financial difficulties that would have crippled many less resolute and resourceful, and whose name will go down from generation to generation throughout all the Dominion as one of the great Industrial Builders of Canada. His story will be told in this series of feature stories of the organization he has founded. Every Eddy product, each process in the many wonderful processes of Eddy manufacture, bears the hall-mark of his originating genius for he splendidly inspired those who have followed him and are to-day carrying on the great industrial establishment.

Indurated Fibre Ware

Creates Good-Will and Satisfaction



This serviceable and easily sold line of products creates satisfaction because of its splendid qualities — qualities that make a most impressive array of selling points —that **do** make sales.

Eddy Indurated Fibre Ware is made in one piece without seam or joint so that it never leaks; it is lighter, saving labor and winning the hearts and purchases of Canadian housewives. Unlike the old time buckets and tubs with wooden staves, they cannot shrink and fall apart. They are impervious to liquids, taints, or odors and cannot become battered or dented. They last longer, hold the heat of hot water longer and cannot rust. Having no lodging places for germs—they are far more sanitary, and they bring good profit to the dealer.

"YANKEE" TOOLS

PUSH DRILL No. 44

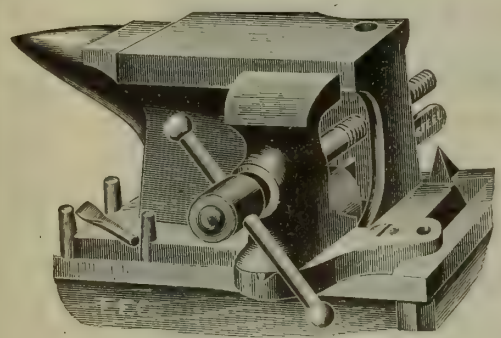
Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

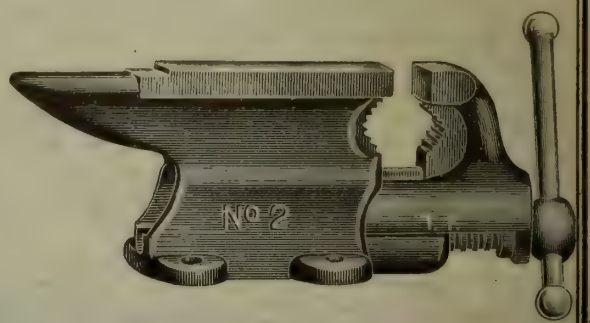
HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

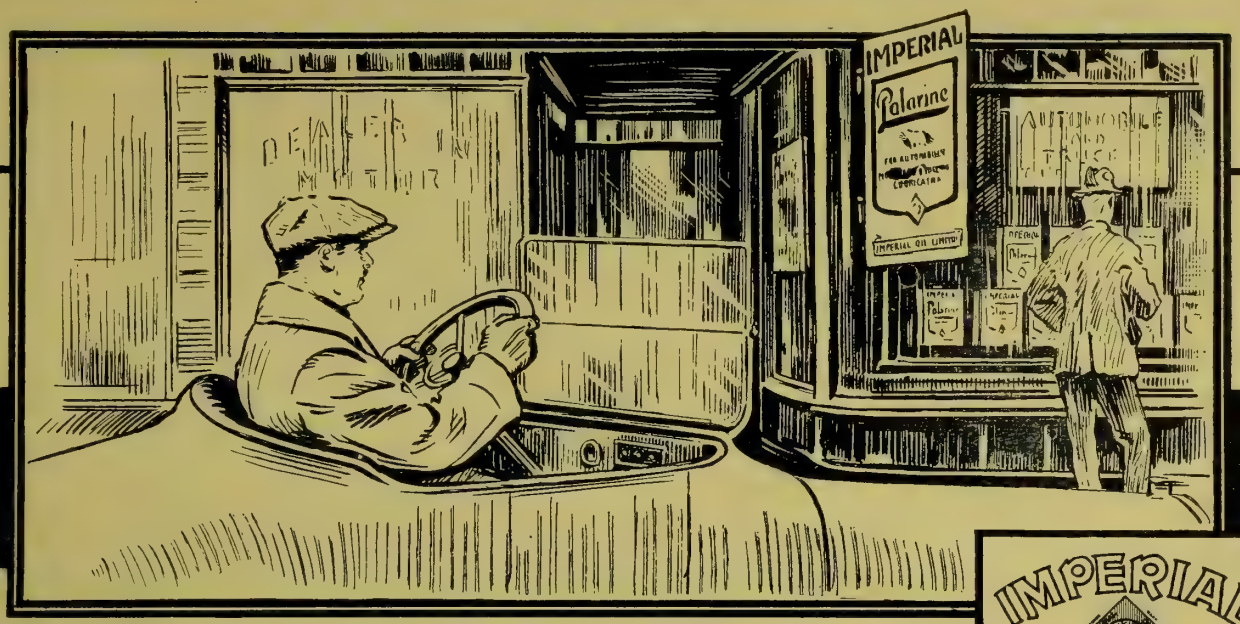
Taylor-Forbes Co., Limited

Head Office and Works:
Guelph, Ont.



TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.



Road Signs and Store Signs

The wrong road!

What chagrin the motorist feels when he makes the discovery! It's the waste of time he dislikes most.

Engine trouble! Another great time-waster equally annoying.

Most motorists avoid such accidents by watching for signs—dealers' signs as well as road signs. Choosing the right gasoline and lubricating oil is as important as choosing the right road.

And over 62 per cent. of Canadian motorists use Imperial Polarine for lubrication. When they need lubricating oil, they look for the Imperial Polarine sign. It points to correct lubrication.

You can do a big business with motorists by stocking Imperial Polarine and displaying the Imperial Polarine sign. There is an annual market for hundreds of dollars' worth of Imperial Polarine in your territory. And every sale brings you a minimum profit of 33 1/3 per cent.

Imperial Polarine is made in three grades for cylinder lubrication—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A., and there are also special Imperial Polarine transmission and differential oils and greases.

Put up in ½ gallon, gallon and four gallon lithographed sealed cans, 12½ gallon steel kegs, half-barrels and barrels.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.

IMPERIAL POLARINE
(light medium body)
MPERIAL POLARINE HEAVY
(medium heavy body)
IMPERIAL POLARINE A
(extra heavy body)

One of these grades is specially recommended for the correct lubrication of any car or truck in your community.

See the Imperial Polarine Chart of Recommendations — display it prominently and sell by this chart.

For efficient automobile transmission and differential lubrication sell

IMPERIAL POLARINE TRANSMISSION OIL

In cases where grease is required or preferred, sell

IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

The registration of motor cars and trucks this year is 30% greater than a year ago—go after the business. You can sell carload orders. Ask the Imperial Oil man to tell you how and show you the profits.

T-1626

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

BRANCHES IN ALL CITIES

BLACKHAWK

QUALITY SERVICE FINISH A-1

RUST-PROOF WRENCHES

Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners, and garage men which in turn means more sales for jobbers and dealers.

The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.

Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices

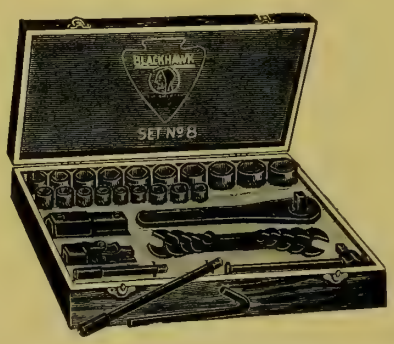
Manufacturers: We make wrenches according to specification.

AMERICAN GRINDER MFG. CO.

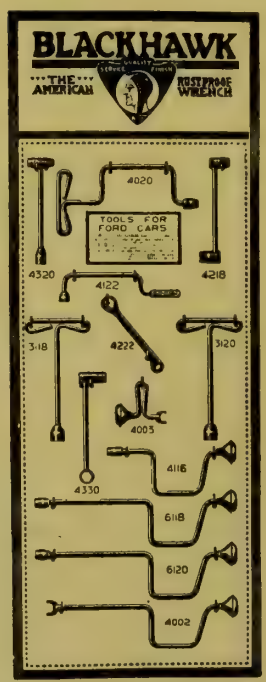
MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 710 McArthur Bldg., Winnipeg, Man.



Combination Set No. 8



Display Board No. 400 for Fords

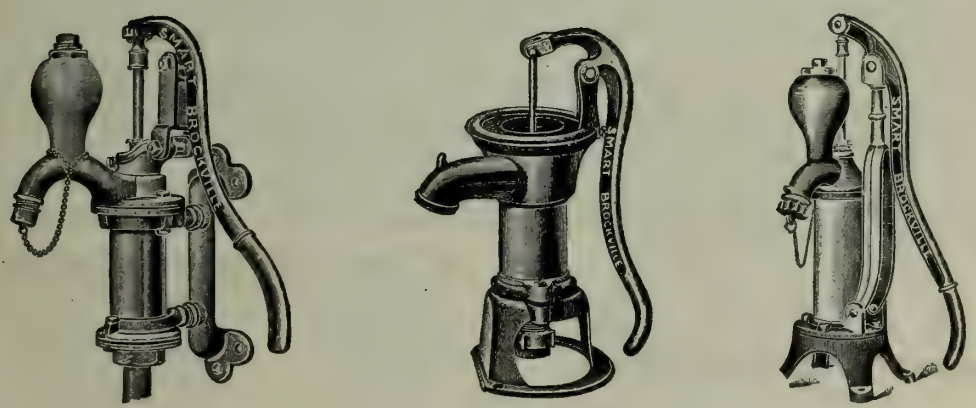
Combination Set No. 6

Combination Set No. 4

Combination Set No. 2

CANADA
FOUNDRIES & FORGINGS
LIMITED

IF BETTER PUMPS CAN BE MADE



Smart Will Build Them At Brockville Under The Brand Of Diamond G.

See Your Jobber.

JAMES SMART PLANT

BROCKVILLE -- CANADA

Spend your dollar in Canada and see it again

Sno-Wite
Enameled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

RE-NU-ALL AUTO-TOP POLISH

A dressing prepared especially for all Auto Tops. Softens and preserves. Leaves a rich, enamel-lasting finish. In liquid form. No sediment to settle to bottom of can.

KLEANALL AUTO BODY POLISH

Imparts a bright and lasting finish to Auto bodies. Removes grease and makes car look like new.

IDEAL SILVER CREAM

There is a big demand for this cream. Works quicker and polish lasts longer. Will not fill up chased parts.

STOCK THEM - DISPLAY THEM

Stock these lines and display them prominently. They are Nationally advertised and the demand is steady. They make satisfied customers. Ask your Jobber or write direct. Are you using our display cards?

CANADIAN POLISHES, LIMITED
Successors to DOMESTIC SPECIALTY CO.
HAMILTON - - - - ONTARIO

YALE
TRADE MARK

Half sold before delivery

THE merchant handling Yale products knows that his stock is half sold before delivery.

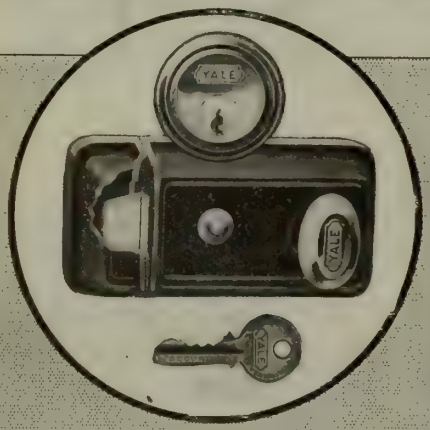
Extensive advertising keeps "Yale" continuously before his customers, creating constant demand and quick, easy sales.

And the customer *knows* he will be satisfied when he sees the trade-mark on the product.

Yale Night Latches, Padlocks, Door Closers and Builders' Hardware are made at our factory in St. Catharines, Ontario.

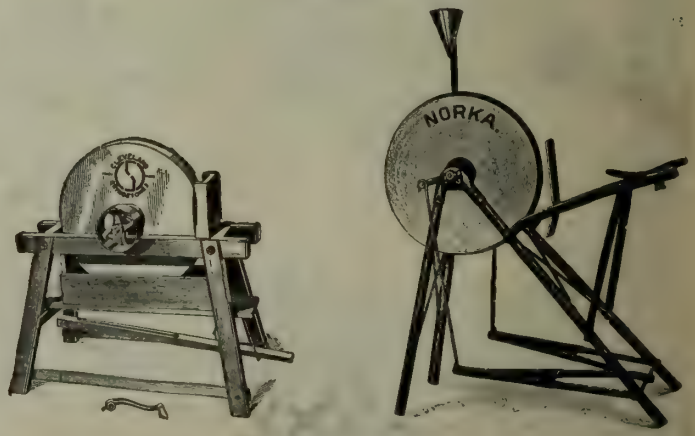
"The trade-mark Yale helps make the sale."

Canadian Yale & Towne Limited



Cleveland Grindstones
PRESERVE TOOL TEMPER

CLEVELAND TRADE MARK GRINDSTONES



THE CLEVELAND STONE CO.
Union Bldg. Cleveland, Ohio

Bisset & Webb, Limited, Winnipeg, Man.
Western Distributors

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

Iron Stairways and Builders Iron Work

We make Fireplace Screens and Perforated Metals for all purposes.

Machinery Guards of all kinds.

Metal Lockers for Clothes

Drop a line for full details.

Eastern Representative: H. O. Bull, 184 Mance St., Montreal, P.Q.

Canada Wire & Iron Goods Co.
Hamilton, Canada

The Publisher's Page

TORONTO APRIL 24th, 1920

Above Board Circulation

EVERY DOLLAR that is spent for advertising in a publication that misrepresents its circulation and thus obtains money under false pretenses is a dollar lost to the publishers who give full value.

In self-defense, therefore, the "above board" publishers have an independent audit made of their circulation records by the Audit Bureau of Circulations and invite their competitors to do likewise.

When excuses or evasions are given for declining the challenge, the advertiser can draw his own conclusions.

There are many excuses for not belonging to the A.B.C. There is only one reason.

HARDWARE AND METAL is a member of the Audit Bureau of Circulations. There are no hidden mysteries about its circulation records.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**
Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

333w—Full split, gun pattern, four-inch imitation leather cuff, with band top.
300w — Gun pattern, horsehide palm, thumb and strap, cuff and back of split, outseam reinforced cuff, with band top.

You can recommend Carhartt Gloves to your customers with confidence because they will back up in wear any claims you may make for them.

Carhartt Gloves are not cheap gloves thrown together by cheap labor, but are good, serviceable gloves made of sound materials, by skilled workers, under strict supervision. They are uniform in quality right through — the samples are taken from stock. No sample is made up especially. When you buy from a sample you can count on the delivery being just the same, only fresher and cleaner.

Many hardware merchants throughout the country have added Carhartt Gloves to their stock and have found them to be one of the most profitable of their lines. Certainly a display case of Carhartt Gloves adds to the attractiveness of any store for the goods look their value. Even the lowest priced range is well finished. Send for a sample assortment now, while we can make prompt deliveries.

HAMILTON CARHARTT COTTON MILLS, LIMITED

Toronto Montreal Winnipeg Vancouver

Manufacturers of Carhartt Overalls Allovers and Work Gloves

CARHARTT GLOVES

Fig. 277 Spray Pump

"Everybody" knows the advantages of spraying

Here is a Spray Pump that is worthy of considerable attention.

There is going to be a big demand for this Pump this Spring. Are you going to be able to give your customers "The Best Pump on the Market".

Better drop us a line for further particulars on above or any other pump requirements

The R. McDougall Co., Limited
Galt, Canada

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

THE TALLMAN
ROTARY AND OSCILLATING
SPRINKLER

SOLD BY ALL DEALERS

MANUFACTURED BY

Tallman Brass & Metal Limited
HAMILTON, ONT.

VOL-PEEK

A Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

N. NAGLE & Co

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

NOW READY

This is not an ordinary catalogue, such as you may see every day, but a real information book illustrating and describing the leading and the most profitable lines of automotive equipment, that the dealers sell every day.

Get Your Copy

For the protection of the trade in general, please use your letterheads in writing asking for this catalogue.

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

It Is Easy To Stock Famous Five Files

We keep big reserves so that orders may be filled promptly by your jobber.

Dealers can keep their stock complete without heavy investment.

Famous Five Files sell quickly.

File users know them as the standard of quality, and buy them as a matter of course when obtainable.

Famous Five Files mean good profits to you as a dealer.

They are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

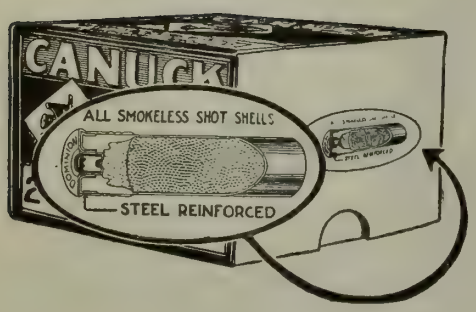
Your Customers are back at the Traps

—the game is on in full force this year. Old-timers—new-comers—men, women and boys—all are taking an interest in trap shooting. Watch the scores—and then realize what this means to you in ammunition sales, and

Dominion Shot Shells

are the ammunition these customers want, because they know the accuracy and dependability of these shells at the traps or in the field. Be prepared to meet their wants, by stocking the full line of Dominion Shot Shells. The steel reinforcement in Dominion Shot Shells is a big selling point. Talk this to your customers—tell them how safety is added to dependability in Dominion Ammunition.

Your jobber can supply you.



Dominion Cartridge Co., Limited

Head Office Montreal

Toronto Winnipeg Vancouver

Halifax Sudbury

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, APRIL 24, 1920 No. 17

CONTENTS

Suggest Excise Tax on Protected Manufacturers to Raise Revenue 29
Electrical Supply Output 30
Sell the "Idea" of Electrical Appliances, Not the Article 31
Cultivation of Backyard Gardens For Economy 33
Hardware Association to Expand 35
Stoves and Steel Products to Rule High 36
Mail Order Houses Accused of Monopolizing the Postal Service 37
Editorial Comment 38
Events of the Trade 40
The Clerks' Department 42
Merger of Steel Interests Will Consolidate Industry 43
Spring and Summer Goods May Suffer From Strike 47
New Goods 48
Weekly Hardware Markets—From Montreal, Toronto, London, Winnipeg, and Pittsburgh 49
Encourage Women to Purchase Paints For Preservation 56
No Improvement in Linseed Oil Shortage 60
How Hardwaremen Advertise Paints—No. 4 62
Weekly Paint Markets 64

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

Cable Address, Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 39 Tenth Ave. W.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

QUEEN'S HEAD Galvanized Iron

Although our principals are flooded with orders from Australia, India, South Africa, and all parts of the world, they are not neglecting their friends in Canada and are in a position to make early deliveries.

Be One of the World-wide Users of "QUEEN'S HEAD"

John Lysaght, Limited
Manufacturers
Bristol, England

A. C. Leslie & Co., Ltd.
Canadian Agents
MONTREAL

SHEET AND INGOT METALS

We carry a complete stock of all metals, and owing to our excellent connections can quote lowest prices for import, either Canadian, English or American.

A. C. Leslie & Co., Limited
560 ST. PAUL ST. WEST
MONTREAL

Eureka Glass Tank Sprayer No. 144

Equipped with a special zinc screw cap for use in filling with liquids which injure the rubber ring. Solution does not come in contact with the rubber.

(Packed in half dozen and dozen boxes.)

And Other Sprayers

A full line of dependable and salable sprayers; such as, Baby Fountain Compressed Air Sprayer; Eureka Fountain Compressed Air Sprayer; Eureka Continuous Sprayer. All the best of their kind and skilfully designed for useful work. Ask us what they'll do for dealers!

Greater Spring Sales

Spring is a season that stimulates sales in a great variety of commercial lines, but certainly none more than gardening and agricultural lines.

If you want to put moderate investments in profit-making, quick turnover lines, get in touch with us about our lines of sprayers, cultivators, wheelbarrows, planters, and seeders —it will pay you!

When you want a good sales-building investment with a profit, don't overlook the Five Eureka Lawn Mowers.

The Eureka Planter Co.
Limited
Woodstock, Ontario

Canada's National Hardware Weekly

HARDWARE AND METAL

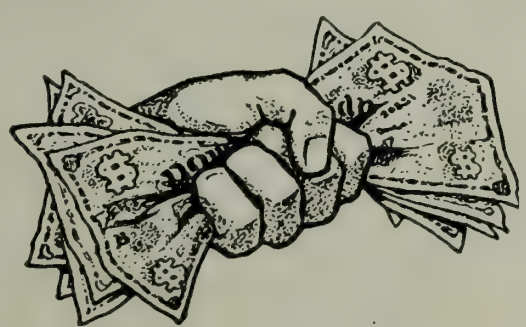
Published Every Saturday Since 1888

Vol. XXXII. TORONTO, APRIL 24, 1920 No. 17

Suggest Excise Tax on Protected Manufacturers to Raise Revenue

Will It be Income, Profits, Turnover or Excise Tax?—Finance Minister Faces Deficit of $160,000,000 This Year Unless Revenue is Increased—Suggest Excise Tax of 10 Per Cent. on Manufactures Protected by the Tariff

THREE forms of taxation are now before Minister of Finance Sir Henry Drayton for the raising of that part of the country's revenue which cannot be obtained from customs duties and income taxation. The Excess Profits Tax, against which there has been much protest, might be continued. A Turnover Tax similar in application to that outlined in the last two issues of HARDWARE AND METAL might be substituted, or thirdly the Finance Minister might levy an Excise Tax on all domestic products which benefit by the handicaps placed upon the importation of similar goods from foreign countries, by the protective tariff. Government members who are against high protective tariffs are naturally favoring the latter form of taxation, because manufacturers who are receiving the maximum protection will be called upon to pay the bulk of the revenue raised in this manner.



Opinions from various parts of the country indicate that a Turnover Tax will be paid by the consumer in every case in the form of increased prices, whereas the tax on excess profits is paid by firms who have profited above a set standard and the payment of such a tax would not directly affect the consumer, providing such firms are content with reasonable profits.

Excise Tax Would Not Facilitate Importations

The suggested tax on products benefiting under the tariff works out in a still different manner. This tax would not facilitate the importation of foreign goods, but would repay the Government for its protection of industry. While still protecting the Canadian manufacturer, it has been suggested that the Government might take as much as 10 per cent. of the profits accrued by the manufacturer enjoying the protection, and for which he has not paid anything in the past.

Making a brief survey of the situation, a Western daily in a recent editorial says: "How can the manufacturer be accorded the protection he desires without at the same time giving him the lever of the tariff to boost prices and indulge in profiteering."

The editorial goes on to suggest that certain Government members would figure on leaving the tariff as it is with the possible reduction of duties on certain raw materials, and then clapping on a domestic tax on home manufacturers equal or nearly equal to the amount of the tariff on such goods when imported. Thus, although protected by the tariff from foreign competition, the manufacturer would not be able to collect the amount of that tariff in profits, but would be compelled to pay it to the Government in excise. While not liking the prospect, it is suggested that the manufacturers would prefer it to tariff reduction and stiff foreign competition.

How Will Farmer be Affected?

Surveying the three forms of taxation there are one or two significant points. One of these is as to how the farmer is going to be affected, for it is felt that he has not borne his share of taxation. In this connection it is interesting to note the recent statement by T. B. Patton in the House of Commons to the effect that income tax collected from Canadian farmers amounted to $389,011 in four years, while for the same period the total amount collected from all other sources reached $83,768,110.

Face Deficit of $160,000,000

Details of what the Government has in mind in regard to taxation will not be known until the budget is presented during the first or second week in May. The Minister of Finance is faced with a difficult situation. Ordinary expenditures for the coming fiscal year are estimated at $440,000,000, which with other expenditures, brings the total up to $540,000,000. This is without taking into account probable supplementary estimates. The total revenues for the past fiscal year amounted to $380,000,-

Continued on page 47

Electrical Supply Output Exceeded Thirty Millions

Figures of Operations of 68 Plants Given—Total Capital Invested $43,285,405—Value of Products

ELECTRICAL apparatus having a selling value of $30,145,399 at the works was manufactured in Canadian plants during 1918, according to a report of the Dominion Bureau of Statistics on this industry. The figures cover the operations of 68 plants, of which 42 are located in Ontario, 13 in Quebec, 7 in Manitoba, 3 in British Columbia, 2 in Alberta, and 1 in Saskatchewan. Total capital invested was $43,285,405, of which $10,636,572 was in land, buildings and fixtures, $6,518,132 in machinery and tools, $17,071,528 in materials, stocks in process, finished products, fuel and miscellaneous supplies on hand as per inventory, and $9,059,173 in working capital. Of the total investment Ontario contributed $26,426,129; Quebec $16,525,454; Manitoba $253,026; British Columbia $42,881; Alberta $19,736, and Saskatchewan $18,179.

The aggregate of salaries and wages was $8,456,705, and the total number of employees included 6,595 males and 2,269 females. Classified according to weekly wages in specified groups the number of persons, by age and sex, were:

Group of classified wages	Over 16 yrs. Male	Over 16 yrs. Fem.	Under 16 yrs. Male	Under 16 yrs. Fem.
Under $5 per week	8	9	1	2
From $5 to under $10 per week..	221	345	107	13
From $10 to under $15 per week..	462	918	15	12
From $15 to under $20 per week..	1,451	155	1	...
From $20 to under $25 per week..	1,274	46	...	...
Over $25 per week	1,794	11	...	...
Total	5,210	1,484	124	27

Value of Products

The quantity and selling value at the works of all articles produced during the year are given in the following table:

Classes of products.	Number	Selling value at works
Dynamos, generators and converters	14,249	$ 1,503,413
Transformers	193,904	2,291,874
Switch boards, panel boards and cabinets	.....	990,898
Motors, all kinds	115,111	2,727,673
Storage batteries	262,514	212,624
Primary batteries	4,869,468	1,397,635
Incandescent lamps	601,288	1,525,198
Incandescent lamps (No. not spec.)	.....	399,547
Sockets, receptacles, bases, etc.	.....	415,855
Electric lighting fixtures, all kinds	.....	311,844
Telegraph apparatus	.....	71,230
Telephone transmitters	26,175	50,000
Telephone receivers	56,750	95,000
Telephone interior systems.	46,478	444,000
Telephone central switchboards	37	750,000
Telephone private exchange boards	323	110,000
Insulated wires and cables	.....	5,154,984
Electrical machinery, all others	.....	1,738,085
Carbons	.....	1,362,666
All other miscellaneous products	.....	8,492,843
Total selling value	.....	$30,045,399

Window Displays Feature Special Monthly Sales

Mills Hardware Co., Hamilton, Change Windows Every Four Days—Have Added Wallpaper Department—Install Cash System

WINDOW displays receive a good deal of attention in the business calendar of the Mills Hardware Company. At almost any time of the year pedestrians may be found gazing interestedly into their windows. Their displays are always attractive and serve to show that the lines carried may be arranged to draw attention.

Mr. Nelson Mills, vice-president of the company, speaking to the representative of HARDWARE AND METAL explained the system of window display. "It is our aim to have a sale each month," he said. "For instance in February hardware was featured, in March it was tools and in April it is paints. It is not the intention to specialize or push the sale only of the article featured for the month.

But the Displays Create an Atmosphere

"The plan is similar to that adopted by many departmental stores, which for instance, have a February furniture sale but does not stop at that. This month, although we call it the April paint sale, we are also demonstrating electric washers."

Mr. Mills stated that the store window displays were changed about every four days. The Mills Hardware Co. has recently added a wall paper department, completing the paint section. With its inauguration the prospects are very bright for a bigger trade in this line. The first advertisements regarding the new department appeared in the Hamilton papers last week.

A cash carrier system has also been installed, which Mr. Mills states, increases the efficiency of the staff and gives much quicker service to customers. The carrier has five stations in the store.

FARMERS DISCARD OIL FOR ELECTRICITY

The farmers of East Korah township, near Sault Ste. Marie, Ont., have organized a new Light and Power Club and now have electricity in their homes as a welcome substitute for oil. Even their barns are now wired for electric light.

This is a progressive movement which can well be initiated by the hardware dealer in any farming community. Electric devices which bring up-to-date conveniences to the farm house and enable the farmers' wives to use labor-saving appliances will be welcomed by the farm customer providing the difficulty of supplying electric current can be overcome.

Glass Factories Idle During Railway Strike

Industry Has Experienced Many Difficulties with Coal and Railway Strikes

Many of the largest window glass factories were forced into idleness during the railway strike which has just concluded, and had the strike lasted any longer the glass situation would have become serious. Shipping conditions are said to be the worst that have ever been experienced. On one day last week selling interests were only able to consign shipments to three points in the United States from the Pittsburgh district.

The difficulties of unskilled labor are increasing and with the approach of warmer weather it is feared little improvement can be expected.

The "National Glass Budget," in a recent issue, states:

"It is fortunate for the trade that an extension in the operating periods this year has been arranged for, as when taking into consideration the shortage of fuel and the handicaps under which the industry labored during the coal and the present railroad strike, the production this year does not promise to be greater than was originally anticipated when the wage scale was settled last December."

TURPENTINE FROM B. C. FORESTS

Vancouver, B. C.—The extraction of turpentine from Douglas fir, a new industry in forest products, has been established on Cortez Island by a number of ranchers, and a company is being organized to actively develop the business. A royalty of one dollar per barrel is asked by owners of timber and it is estimated that about eight barrels of pitch is the average production per acre. No tree smaller than ten inches in diameter is tapped and some of the larger trees yield great returns, one producing 48 gallons at one tapping. About two-thirds of a gallon of high grade turpentine is obtained from a gallon of sap, the residue being commercially marketable.

FORM POTASH MONOPOLY

A gigantic French potash monopoly is in the process of formation. The French Government, it is learned, proposes the purchase of the billions of dollars worth of potash deposits in Alsace-Lorraine.

Sell the "Idea" of Electrical Appliances, Not the Article

Selling Appliances in Groups Has Proved Successful Method—Ten Commandments for Selling Electrical Goods—Tags on Each Article Should Show Cost in Cents Per Hour to Operate—Display Best Grade First—Do Not Talk "Over the Customer's Head" About Voltage, Amperes, etc.

THE need for selling the idea (the service performed by the appliance) instead of the appliance itself, is emphasized in the following article from the "American Artisan and Hardware Record":

"When you undertake to sell an electric iron to a prospective customer, what is your first step? Do you proceed to describe the many benefits made possible by the use of the electric iron? Or do you begin by telling her how it is made—materials, construction, workmanship, and so forth. If you do that latter you are not selling the idea. You are instead supplying the data which the customer may perhaps require later in order to decide which one of several makes of irons to select. But there is a step that must be taken prior to that. The customer must first be led to want the iron for the service its use affords; a description of its materials, construction and workmanship will not arouse that desire. What the customer wants to be told is wherein and how the use of the electric iron affords service not possible with the old sad-iron. To describe these things is to sell the idea.

"Here are the reasons why the housewife purchases an electric iron:

(1) The facilities for doing the ironing without having to light the kitchen or laundry stove.

(2) Escape from the necessity from having to carry heavy sad-irons from the stove to the ironing board and back again.

(3) The ability to do the ironing where it is coolest and most pleasant—wherever facilities for using electric current are available.

(4) The advantages made possible by the use of the electric iron while travelling.

(5) The saving of time through not having to change irons.

(6) The advantages of working with an iron that maintains a constant heat.

Service is Important Factor

"To explain these things is to sell the idea. It is because of the desire for the comforts which those ideas express that the customer wants and buys the iron. Of every electric appliance there are things to be said that will sell the customer on the idea of its service. And when the customer has been sold on the idea of service made possible by this or that appliance, there is then no necessity for selling the appliance itself—the customer gladly and willingly buys it. Analyze your own experiences, Mr. Hardware Merchant, and you will see that that is true. Nobody need urge you to buy the things whose service you already crave and desire. You are concerned merely with selecting the best particular make of that thing for your purpose; and there is where a reference to construction, workmanship, design, operation, etc. fits in properly. It is wise and necessary to refer to those things at that point. But never do so until you have sold the idea and aroused the prospect's desire to buy.

The Ten Commandments of Electric Appliance Selling

"For the benefit of its merchandising members, The Society for Electrical Development some time ago reduced the 'how-to's' of appliance selling to a series of rules or commandments. The hardware merchant who sells electrical appliances needs identically that same sort of help, and a summary of those rules is given here:

"Rule 1.—Know Your Appliances—what they will do and how they will do it. When explaining the Electric Grill, don't stop with saying 'This compartment is for broiling, this section is for frying and that one for stewing.' That's too indefinite. It does not properly lead the customer to think of the services of the appliance. It's the need for the services of the appliance that has aroused the prospect's desire to possess it, rather than any interest in its constructional features.

"When discussing the broiling section of the grill, for illustration, state in definite terms that it will broil steaks,

The Electric Heating Pad Has Endless Uses

*From "Electrical Merchandising."

chops, ham, fish, oysters, pressed meats, and, if desired, vegetables such as eggplant and parsnips. That is to say, the way to bring the prospect to think of and desire the services of the appliances is to explain in detail the scope and advantages of these services. Failing to do that, you can not hope to effect a sale.

"Be able also, to give, and make a point of giving reasonably accurate figures as to the cost in cents per hour for each and every service and operation performed by the appliance you are selling. Put stress also upon the saving in time made possible by "doing it electrically." Above all else, be able to demonstrate, not merely tell, just how the appliance should be operated to insure the best results. There's a heap of difference between just merely stating what particular function an appliance performs, and explaining and demonstrating how and how well it performs that function.

"Rule 2.—Know Your Customer. Old hands at the selling business classify all prospective customers as either 'lookers' or 'listeners.' By the first term they mean those who trust entirely to their own judgment and buy only those things which pass their close and critical scrutiny. They are the ones who must be shown, who demand that every little phase and feature of the thing to be bought be submitted to examination of hand and eye. They place little or no confidence in the words of the salesman —they insist upon being shown.

"The second class much prefer to be guided by the suggestions and statements of the salesman and they will do so always, provided he can inspire them with confidence. They will listen attentively to what is told them, and they will get the general sense of it all. But their first concern is to decide if they may safely trust to the judgment and sincerity of the salesman. They don't particularly desire to be shown—they want to be told, as it is only by getting the salesman to talk and analyzing his statements that they can decide whether he knows his business and is to be trusted. Once they have decided that point in his favor, they then will revert to this, that or the other feature of the appliance as explained by the salesman up to that time and desire further enlightenment or instruction regarding points they appeared to understand in the first instance but did not, because at that time they were more concerned in judging the salesman than in deciding the merits of the appliance.

"Your own intelligent study of your customers will be your guide in classifying them properly. The listeners desire to be told and the lookers must be shown. If you are not conducting your selling talk in harmony with their preferences you will, if you are actually alive to your opportunities, recognize your mistake very quickly and can then change over.

"Rule 3.—Aim to Discover and Cater to the Prime Desire That Prompts the Customer to Buy an Appliance.

"The need behind the need, so to speak, is the one that should be catered to in effecting a sale.

"Man has certain basic instincts. They constitute the source of all desire. All actions, efforts and thinking are to the end of satisfying or appeasing desires occasioned by the persistence or momentary urge of one or the other of those basic instincts.

ADVERTISE, DISPLAY AND SELL ELECTRICAL APPLIANCES IN GROUPS

"What is meant by selling appliances in groups is this: The toaster, percolator and grill make the housewife completely independent of the kitchen range at breakfast time. The use of but two of these appliances leaves still the necessity of going to the kitchen range for the service that otherwise would be performed by the third appliance. For instance, Mrs. Housewife has on her table a toaster and grill, and so far as making toast, broiling chops, frying bacon, preparing hot cakes and whatnot else, she is completely independent of the kitchen range. She can sit right at table and enjoy the conversation with Friend Husband and family. The foodstuffs are prepared right at table but no breakfast is complete without coffee, and lacking a percolator, the service of the other appliances is discounted. The kitchen range must be lighted and divers trips made from the range to the table for and with coffee.

"When Mrs. Housewife comes in and asks for a toaster, or a percolator, or a grill, she perhaps does not think of how the service of all three exalts the services of each one and makes her completely independent of the kitchen range. But it is up to you to think of those things and to explain the advantages and service made possible through the use of the three appliances, which can not be enjoyed in the same measure with but two of them. That's what is meant by selling appliances in groups.

"When you sell a six-pound iron, explain also the advantages and many benefits made possible through the use also of the lighter iron. When you sell an electric washer, picture how its service is enhanced when supplemented by that of the ironer and the iron. Thus it goes. Sell appliances in groups. It means bigger sales and greater satisfaction to the customer."

"If the prospect's desire is strong enough, and his belief in the thing offered for sale is well grounded, the matter of closing the sale simmers down to the operation of inciting the prospect to satisfy that desire by the action of buying and possessing that thing. An illustration will make that principle plain: Mrs. A., for instance, is a woman in whom the desire for comfort and ease is paramount. She abominates having to arise and prepare breakfast for her husband who departs for business at a very early hour. Her object is: 'How to provide breakfast for her husband without having to sacrifice her own love of ease.'

"An invalid friend explains how her husband prepares his own breakfast by the aid of electrical table appliances.

"Mrs. A. immediately develops a desire for electrical table appliances, and calls upon you that she may learn more about them.

"Eventually, of course, she will come to appreciate their fuel, food, time, and labor-saving qualities. But for the moment her chief interest is in how they will enable her husband to prepare his own simple breakfast of eggs, toast and coffee. The arguments regarding the appliances, that will work best in this instance, are those relating to the ease, simplicity and reliabllity of their use and operation.

"These are the factors that cater to her desire for ease and luxury, by enabling her to lie comfortably abed while her husband prepared his own breakfast.

"Aim to discover the controlling desire which prompts the need for the appliance. There is such a basic desire in every instance. A little study of your prospect will enable you to discover it. Then conduct your selling talk accordingly.

"Rule 4.—Keep From Talking Watts, Amperes, Voltage, and so on. Every item brought into a sales talk about appliances, which the prospect does not understand, adds just one thing more, one other doubtful point, which must be explained before the sale can be consummated.

"Such terms as watts, amperes, voltage, are not understood by the average woman; and women buy most of the appliances.

"Confine your talk to plain, everyday terms that all will understand. If you must employ technical terms make a point always of explaining them.

"Rule 5.—Don't Refer to Electrical Appliances as 'Current-Consuming' Devices. That electrical table appliances consume current is true. Nevertheless that is merely incidental to the service their use affords. They should be referred to in terms suggesting their services.

"One expects to have to feed a cow—but when one discusses cows it is in terms of milk or beef.

"That same principle holds good for electrical table appliances. They are fuel, food, time, labor and money-saving devices. Refer to them accordingly.

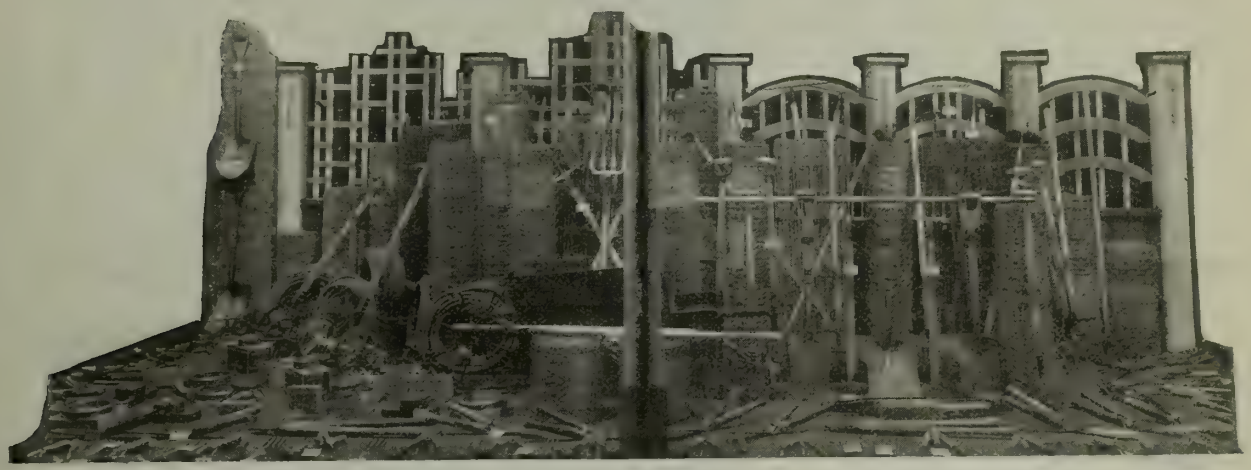
"Rule 6.—Always Refer to Operating Cost of Appliances in Terms of Cents per Hour. Or state the cost on a monthly or yearly basis.

"To refer to operating cost in terms of current is confusing to all but the technically-informed. Besides it's a lazy man's way of convincing the facts. Because when the operating cost is given in terms of current the prospect then is

Continued on page 45

Cultivation of Backyard Gardens for Economy Increases Sales of Seeds and Tools

How Other Hardwaremen Are Advertising and Displaying Garden Tools, Seeds, Mowers, etc.—High Prices of Foodstuffs an Incentive for Greater Production—Windows and Ads. to Appeal to Aesthetic and Utilitarian Tastes



THE need for greater production of foodstuffs will be equally insistent this year as in past years and too much emphasis cannot be laid on the necessity of gardening this spring. During the last years of the war when food had to be saved for the allied armies overseas, the people of Canada fell in line for greater production and to that end developed backyard gardens and vacant lots for the cultivation of vegetables. Hundreds of citizens found out for the first time that the employment of part of their spare time in this work brought them both health and wealth. Last year, with the war over and the patriotic impetus absent, the backyard gardens dwindled to their pre-war dimensions, but this year, with the price of foodstuffs constantly on the increase, many citizens will be glad to return to the cultivation of backyards and vacant lots in order to cut down living costs. The backyard garden and the high cost of living are mortal enemies. It is good business to bring the two into conflict.

It is not likely that Canada will fall short of producing enough to feed her own people from the ordinary sources of food supply, but the call for food across the seas will still be a very pressing one and will furnish a market for all the exportable goods the country can spare. There is no danger of over-production and the producing of a surplus for export will help in maintaining a favorable trade balance with other countries from whom we must of necessity import certain merchandise.

What Can be Grown in a Backyard Garden

Some figures of production from backyard gardens may be of use to the dealer who is active in pointing out to his trade the advantage of small scale cultivation of vegetables. J. A. Oliver, president of the Port Arthur Board of Trade, in a recent address, pointed out that a garden 50 x 100 grew produce valued at $203.35. The labor on the plot cost $75; fertilizer $6; seed $9; a total of $90.

The Garden Club of Port Arthur produced $26,527 worth of vegetables, etc., during the

Westman's Springtime Specials

"OUR SPECIAL" LAWN MOWER

14-Inch $8.00 | Other styles .
16-Inch $8.50 | .. $6.00 up

GARDEN TOOLS

Spading Forks .... $1.65 up
Spades ..... $1.25 up
Bucco Cultivators $1.25
Hoes ..... 40c to 85c
Rakes ..... 40c to $1.35
Child's Garden Sets ..25c up

WASH BOILERS

See our special XXXX retinned, with copper bottom, pieced cover, wood handles. When laid on side 160-lb. man can stand on it without injuring it.

Lawn Hose

½-Inch, 3-ply .. ..12c foot
¾-Inch, 3-ply .. ..15c foot
½-Inch Corrugated, non-kinkable . 18c foot
⅝-Inch Corrugated, non-kinkable .. 22c foot
¾-Inch Corrugated, non-kinkable .. 25c foot
Reels ..$1.50 up

BUSTER BROWN WAGONS

Roller Bearing.

The Strongest Wagon Made. No. 1, $4.50; No. 2, $5.50, No. 3, $7.00.

Buster Brown Carts $1.75

Let's all help in the production campaign.

SOW SIMMERS' SEEDS for best results, largest package offered for the money .. 5c each, 6 for 25c, 13 for 50c

English Paints for inside and outside painting. Lacqueret for refinishing furniture, floors, etc. Varnishes for every purpose. Brushes ..... 5c to $5.00

WESTMAN'S HARDWARE, LTD

PHONES 360-2420. 121 DUNDAS STREET.

season. The potatoes grown in the gardens and vacant lots were valued at $9,900; the beets, $2,250; cabbages, $1,485, and so on in proportion. What happened in Port Arthur happened in many other cities and towns throughout the Dominion.

Conservation organizations are at work to encourage greater production this year and the dealer by linking up his support can stir up sufficient enthusiasm to reflect favorably in his sales of tools, seeds, etc. Window displays and local advertising are two of his best sales helps and these can be used in conjunction to bring best results.

Stir Motives Into Action

The window display of gardening tools shown herewith makes a seasonable appeal to those interested in cultivation. Most individuals become enthusiastic over the prospect of a garden of their own making and very often it takes but a very small spark to kindle the flame. Such a display will be a factor in stirring the motives into action. These motives may be categorized under the following headings: the aesthetic appeal and the utilitarian appeal. Under the first comes the appeal to the lover of flowers and to what flowers generally signify—outdoor life and relaxation. Under the utilitarian group comes the appeal of fresh vegetables, the providing of unlimited food supplies for the table and the money saved thereby, and the profits to be made by the sale of surplus production.

The lines seasonable at this time and which could be grouped for special effort in a promotion campaign of this kind include the following: Seeds, garden tools, lawn fence, pruning knives, sprinkling cans, hose, lawnmowers. Poultry netting, children's roller skates, wagons, Kiddie-Kars, etc., are also lines which are often linked up in advertisements and window displays appearing at this season of the year.

How Hardwaremen Are Advertising These Lines

Some suggestions for advertisements of seasonable lines are shown herewith. The ad. by Cowan Hardware, London, Ont., illustrates garden tools, including spades and shovels, hoes, rakes, spading forks and manure forks, in one section. Pruning shears, tree pruners, pruning saws, pruning knives, wire fence, flower guards and lawn gates are included in another section. All sizes of poultry netting are quoted and another section is devoted to children's lines for the holiday season which to the young people is the most important thing with the advent of summer weather. It will be noted that each article is well illustrated and prices quoted.

Another ad. by L. J. A. Surveyer, Limited, Montreal, deals solely with garden implements, including hose, rakes, spades, trowels, pruning shears and saws, grass shears, manure forks, lawnmowers, garden hose, seeds, etc., quoting prices in full on each article and using a catchy illustration to arrest the attention.

"Greater Food Production is Necessitated by Needs" is the heading on the ad. by W. S. Sterne, Brantford, Ont. This makes a timely appeal and shows that the dealer is alive to the opportunities of turning the situation into personal advantage. The need for good tools to get maximum production is emphasized and a

Continued on page 39

COWAN'S

Garden Tools

Spades and Shovels.....$1.65 and up
Hoes.....65c to $1.65
Rakes.....75c to $1.50
Spading Forks.....$1.80 to $2.15
Manure Forks.....$1.80 to $2.65

Pruning Shears

Shears.....35c to $4.90
Long-Handled Tree Pruners...$1.50, $2.00
Pruning Saws.....$1.00
Pruning Knives.....75c to $3.00

Wire Fence

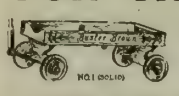
22, 42 and 48-inch Lawn Fence 20c, 23c, 25c
Flower Guards, 12-inch, 12c; 18-inch.. 15c
Lawn Gates.....$5.00

Poultry Netting and Supplies

12x2 inches, per yard	8c	72x2 inches, per yard	35c
18x2 inches, per yard	10c	12x1 inch, per yard	16c
24x2 inches, per yard	14c	18x1 inch, per yard	22c
36x2 inches, per yard	18c	36x1 inch, per yard	40c
48x2 inches, per yard	25c	48x1 inch, per yard	60c

Intermediate Sizes Accordingly

FOR THE KIDDIES' HOLIDAYS



BUSTER BROWN WAGONS

No 1.....$7.50 No. 2.....$8.50
No. 3.....$9.00

ROLLER SKATES

Plain Bearing..$1.50 Roller Bearing $2.50
Ball Bearing...$3.50

Cowan's Colossal Hardware

"THE STORE WITH A STOCK."

125-7 DUNDAS STREET. TWO PHONES—3461-3462.

Two Deliveries Daily.

Greater Food Production

Is Necessitated By Needs

To get the maximum productinn you need good tools. WE HAVE THEM

4-tine strapped Spading Forks, $1.25 up.

Garden Rakes, 35c. up

Spades $1.25

Garden Hose 35c up

Garden Seeds, Trowels, Cultivators, Watering Cans, Etc

W. S. STERNE

OPEN EVENINGS

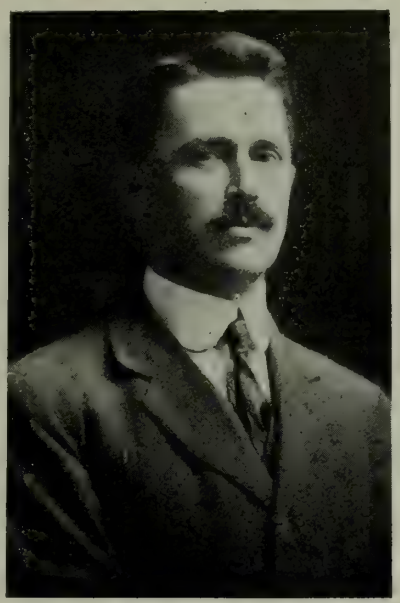
120 MARKET ST. BELL 1857.

Retail Hardware Association to Expand

Secretary Macpherson to Become Permanent Secretary—To Enlarge Present Price Book System for Members — Hamilton Has Again Been Decided Upon as Meeting Place

AT a meeting of the executive officers of the Ontario Retail Hardware Association, held at Toronto this week, it was decided to go ahead with plans for greatly enlarging the scope of association activity.

The need of a permanent secretary has been felt for some years, and at the February convention the general feeling of the members appeared to be that the time has come for expansion. The splendid results achieved by Secretary Macpherson during recent years has demonstrated that if he were enabled to devote his entire time to association matters, he could greatly develop the association's service features, and add new service departments as required. Secretary Macpherson, when approached regarding the matter, consented to withdraw from his business and devote his whole time to the affairs of the association. The terms which he agreed to accept appealed to the officers as being most moderate and reasonable. It was felt that the opportunity to secure a permanent secretary of the ability and character of Mr. Macpherson should not be lost and arrangements were consequently made on a mutual, agreeable basis. Mr. Macpherson hopes to take up his duties as permanent secretary in the Fall or in any event before the end of the year. One of his first objects will be to greatly enlarge the scope of the retailers' price, service giving, net costs and suggested retail selling prices. A complete and elaborate system was outlined to the executive. The membership fee, including the price service, will be $15 per year, but it is felt that the price books and other services which the association will offer, will be worth many times the membership fee. Further details regarding the proposed service will be announced at an early date. The paid-up membership of the association is now the largest in the history of the association, and the finances are in good shape. The campaign for increasing the membership has brought in good results, and will be carried on more extensively than ever.



W. F. MacPHERSON

It was decided to hold the next convention at Hamilton during the 3rd week in February, 1921, and to hold a four-day convention from Monday to Thursday inclusive. Those in attendance at the executive meeting in Toronto were: E. J. Wanless, Chatham, Ont.; Geo. May, Toronto, Ont.; F. B. Smith, Belleville, Ont.; A. J. Wright, Hamilton, Ont.; G. A. Binns, Newmarket, Ont., and G. D. Davis, HARDWARE AND METAL.

Plate Glass is Scarce

An Open Price Basis on Large Plates

The hardware trade throughout the country cannot expect, according to the most recent information secured by HARDWARE AND METAL, to receive much plate glass this summer if the present insistent demands continue. Particularly is the shortage of large plates felt, and there is practically an open price basis on these, so short are the supplies in jobbers' and importers' hands.

"The plate situation is worse than it was a while ago," said a Montreal jobber to HARDWARE AND METAL this week. "Large plates are exhausted, and where they are wanted it is often necessary to use two smaller plates, for sometimes the desired sizes cannot be had at any price. Replacement is very difficult. It is not a question of prices now, it is a question of getting what is required."

May be Same on Window Glass

Window glass outlook is uncertain. Boats to arrive from Belgium may contain some glass, and this will be welcomed by the jobbers. As far as either delivery or price is concerned on any glass that may be secured from this source, however, there cannot, at the present time, be any definite statement made. Supplies may be forthcoming in limited quantities, but if they are forwarded, it is very probable that the demands will still exceed the supplies. Certain it seems to be that there will continue for some time a demand in excess of the available supplies.

Said this jobber: "Prices on Belgian glass are at present away higher than prices on American glass." It is difficult, it was further pointed out, to forecast the future, and tendencies are very strong. It would seem that costs, if changed in any way, will be higher than they now are.

Paint Convention in Montreal

"Save the Surface" Convention to be be Held on April 30

A convention of manufacturers, sales managers of various paint firms, travelling salesmen, retail hardware men, painters and others interested in the sale of paint will be held in the Windsor Hotel at Montreal at 2.30 p.m., April 30.

In speaking with George Henderson, chairman of the committee, HARDWARE AND METAL was informed that the purpose of this convention will be to outline a number of new ideas that have been secured during the recent visit paid by the Canadian "Save the Surface" committee to the United States meeting of the "Save the Surface" committee there, when broad plans were generally discussed.

"It is the intention to have addresses delivered at this convention," continued Mr. Henderson, "which will be of particular interest to various classes of trade, and among the addresses that will be given are the following:

1. What the purpose of the campaign is.
2. What has been accomplished to date.
3. How salesmen can get greatest advantages for their firm.
4. How dealers can link up with the campaign.
5. How the painter can link up with the campaign."

In addition, there will probably be other addresses, the object being to interest the various selling forces of Montreal and district in the campaign which has already started.

OPPOSE BILL TO SHORTEN SHOOTING SEASON

Chatham.—There is considerable opposition among sportsmen of this city to the proposed bill before the Legislature to shorten the duck-shooting season, limiting it from September 1 to October 15. The Kent County marshes are held by hunters as good for early shooting, and sportsmen fear the proposed change, if put into effect, will bar Kent hunters from the early duck, or what they call the Summer duck hunting. The Summer ducks leave this section about the first frost, and under the proposed bill would have left before the shooting season would have opened.

CREDIT "SYSTEM" FOR ARTICLE "FUNDAMENTALS OF BUSINESS FINANCE"

The article entitled "Fundamentals of Business Finance," which appeared in April 17 issue of HARDWARE AND METAL, as written by Walter H Cottingham, president of the Sherwin-Williams Company, was reprinted from "System."

Stoves and Steel Products to Rule High

Difficulties in Getting Raw Materials Have Not Lessened—Costs of Stoves to Maker Have Risen Since Last Advances Made to Dealer Trade

INSTEAD of there being any prospect of decline in price on stoves and ranges, tendencies are strongly of a firming nature, with some prospect of shortage becoming more or less acute in the Canadian market.

"The situation is getting worse," said a prominent stove maker to HARDWARE AND METAL this week, in discussing the stove situation. "A large United States producer is not opening his books for orders for the third quarter, and is filling a portion of the orders in hand, but is making no promises. We have been told that prices will not change much from what they now are, but this is of little satisfaction because of the fact that when we want the material we must go out and buy at a premium over what is supposed to be the market price.

"Since the last change of price for stoves and ranges, our costs have gone up considerably. Foundry production costs and all other overhead charges are much higher than they were. In view of these conditions dealers will make no mistake in booking orders for what they will require this year."

As to bookings, this informant stated that they have been quite satisfactory of late.

Pays More for Plates

One of the manufacturer's difficulties these days is represented in the higher prices that he must oftentimes pay for the raw material he requires. For instance, he may run short of tinplates of a given size, and although the market is nominally supposed to be such and such a price, he will have to go out and pay a stiff premium, frequently, if he wants and must have the stock. So scattered are the stocks of plates that this is the only way to obtain them in many instances. "Materials for a great many lines of manufactured goods," continued this manufacturer, "are not to be had at any price, and we have had, sometimes, to go out and pay from 50 to 100 per cent. more for some raw materials than the supposed market price was. Plates, for instance, that we are supposed to get for a base price of less than $5 have cost us as much as $9 per box."

The recent strike troubles in the United States have not helped matters. As a matter of fact they have added another anxiety to the manufacturers' already long list of troubles, and with congestion caused by the recent railway men's trouble, and with a consequent shortage of coal and stoppage of traffic, the situation is even worse than it was It would seem that little relief is in prospect on all steel and iron goods.

FRANCE ADOPTS TURNOVER TAX

In connection with the question of a Turnover Tax as suggested in substitution for the present Profits Tax in Canada, it is interesting to note that France has adopted a tax on turnover, to be collected on each sale made of any and all commodities. A tax of 1 per cent. is to be made on every business transaction, from a small purchase by a housewife, to deals involving millions. This is in addition to the 10 per cent. tax on luxuries as maintained by the French Government.

The taxing of luxuries both in manufacture and at time of sale has been suggested in some of the opinions reproduced in HARDWARE AND METAL, and the plan adopted by the French Government may suggest a satisfactory basis for such taxation in Canada.

INCREASE RATE OF WORKMEN'S COMPENSATION

A number of important changes in the Workmen's Compensation Act will be effected by the amendments to be brought before the Provincial Government within a few days. The changes as forecast are as follows: Compensation to injured workmen of 75 per cent. of the average wage with minimum of $12.50 per week. Pensions for widows of $40 per month with an additional $10 per month for each child. Increased burial expenses. Provision for supplying artificial limbs and eyes to disabled workmen.

The outstanding feature of the bill is the raising of the rate of compensation to workmen from 55 per cent. of his average weekly wage. The new scale will make the Ontario Act the most advanced on the continent.

EARLY CLOSING IN STRATFORD

Stratford.—The Retail Merchants' Association, at a special meeting, passed an early closing resolution, making 9 o'clock the closing time on Saturday nights and nights before holidays. This will be effective all the year including the Christmas season.

SAVAGE ARMS CO. BUYS STOCK OF J. STEVENS ARMS CO.

The stock of the J. Stevens Arms Co., Chicopee Falls, Mass., has been purchased by the Savage Arms Corporation from the New England Westinghouse Company, and the two will in future be operated under one management. No important changes in policy or personnel are contemplated. The consolidation will result in an extension of the lines of firearms carried by the Savage Arms Co., as the product of the Stevens Company does not conflict as to models.

Woodenware Very Scarce

Manufacturers Pressed for Raw Lumber —U. S. Buyers Pay Premium for Supply

A growing scarcity of various woodenware has been manifest of late and HARDWARE AND METAL understands that the situation is little, if any, improved. As a matter of fact, some of the manufacturers are sorely pressed for the raw lumber, it is stated, and this is coming to be a serious situation for some, according to the trade which handles extensive quantities of this material.

In the first place, United States buyers have been absorbing large quantities of the lumber available, paying a premium for this supply, and taking about all the stock that they can lay hands on. B.C. fir, used in the manufacture of step-ladders, is said to be in particularly short supply, and this is one reason for the present difficulty experienced in filling orders that were placed long ago for goods. It resolves itself into a matter of the mill man not being able to get from the forest all the timber he wants, labor being none too plentiful. The manufacturer, looking to him for supplies, can get little relief. The jobber, in turn, has to say "no" to the retailer, and so, right down to the consumer, there is the same excuse, and with little satisfaction available from any source.

Why Such High Prices

In discussing the matter this week with the representative of a large manufacturer, he stated to HARDWARE AND METAL that one factory bought, not long since, a supply of lumber at $60 per thousand feet. Despite this high price, no delivery could be secured. In a short time the prices had risen rapidly, until this lumber is now being disposed of at $85 and $90 per M feet.

In addition to the cost at the forest, the increased price for the cut lumber, and the increased investment represented in these higher costs, there is a higher wage rate all around, in the mill and in the distribution, right down to the consumer. These are given as reasons for present and immediate past advances for handles, step-ladders, bread boards, etc. The outlook suggests that no relief, but rather higher prices, are to rule from now on.

NO SUSPENSION OF EARLY CLOSING IN TORONTO

There will be no suspension of the Early Closing By-law in Toronto until official instruction to that effect has been received from the proper authority, says Chief of Police Grasett, pointing out also that a decision upon the matter was not within the jurisdiction of either the Board of Police Commissioners or Crown Attorney Corley.

Mail Order Houses Accused of Monopolizing the Postal Service

Registration of Parcels Working to Disadvantage of the Merchant —Parcel Post Service Undoubtedly Unprofitable—Express Rates Comparisons

ATTENTION has already been directed to the fact that the big mail order houses, by the payment of a five cent registration fee, can secure preferred delivery and preferred service in the handling of any parcel to any point in Canada. Not only is the Post Office Department thus called upon to provide a service which obviously cannot be given at the charge made, but the other departments of the mail service suffer through the fact that parcels, when registered, received prior consideration in the process of transmission. Criticism is, therefore, no doubt, being frequently directed at the post office for delays in delivery of letters and other mail matter when the big stores are monopolizing the service. At the same time the local merchant is placed at a further disadvantage at the expense of the people of Canada.

The situation is aggravated by the fact that although the system of bookkeeping in the post office does not permit the officials to show it, the parcel post service itself is undoubtedly being operated at a loss to judge from the best available contemporary information. When it is further taken into consideration that the parcel post is being operated as a competitor of the express companies and that the Government now has a direct interest in the express business in connection with the National Railways—and will have a much larger interest when the Grand Trunk subsidiaries are finally taken over—it will be appreciated that the parcels post service is being widely utilized for the benefit of a few big concerns at the expense of the nation.

Cost of Registration

On the basis of information recently compiled with great care by express companies, HARDWARE AND METAL is informed, on reliable authority, that the local clerical services alone involved in registration would be between six and seven cents per parcel.

This would not take into consideration any portion of the overhead expenses involved in buildings or facilities—replacement or upkeep charges — nor would it include anything for stationery, etc. Further, it would not take into consideration any special service which might be involved in the transfer of the parcel between the point of despatch and that of destination.

Cost of Express Service

As is generally known, the parcel post service is based on lower rates than the express services. The following comparative figures are illustrative:

		1-lb.	6-lb.	11-lb.
Victoria	—Parcel post	12	72	1.32
	Express	40	1.00	1.60
Calgary	—Parcel post	12	64	1.14
	Express	40	80	1.25
Winnipeg	—Parcel post	10	40	70
	Express	35	70	1.00
Sudbury	—Parcel post	10	30	50
	Express	30	40	45
Brampton	—Parcel post	5	12	22
	Express	30	35	50

For an additional 5 cents parcels by post can be registered, giving special protection. Express parcels are insured up to $50.

As previously stated, there is no information to show the results of the Government's service, but the best available evidence is that the express companies are not making money. In fact, with the outlook that higher wages will shortly have to be paid, the express companies are considering a request to the Railway Commission for permission to make another increase in rates. It is known that during the last three months of 1919—usually the most profitable of the year—the margin was very small, and it is assumed from experience that the results for the first quarter of 1920 will show considerable loss.

Cost of Railway Service

The present express rates were established by the Board of Railway Commissioners last year after the hearing of an application for a higher scale made by the Express Traffic Association for Canada. At the inquiry a mass of detailed and technical information was submitted as to car haulage and other costs, one principal point being established in the 60 cent basis as the average cost per hundred pounds to cover the express companies' work, apart from transportation.

At this inquiry it was shown by figures submitted by the Canadian Pacific Railway that the cost of operating express cars on the basis of income of other branches of the service was in the neighborhood of 40 cents per express car mile. It is on this basis that the proposal is made that the rate of 17 cents per mail car mile now being paid by the Post Office Department to the railways should be at least doubled.

To double the present rate per mail car mile would mean that the present cost of the mail service, including the parcels post service, would be greatly increased and any loss entailed in handling parcels accordingly swelled.

Under the circumstances, it is difficult to justify the regulation under which the mail order houses can secure the expensive registration service for five cents in addition to a parcels post service rendered on a basis materially below the express companies, which are not making money—particularly when the Government is in both the mail order and the express business.

The Post Office Department is proposing to increase revenue by advancing charges on newspapers and other publications. This will probably lead to a readjustment of subscription rates. It will be difficult for the Government to justify the placing of a burden on the publishers, who constitute an important educational factor in the dissemination of news and information, that will necessitate higher charges for trade and class papers so generally read by retailers if the Post Office Department continues to operate the parcels post at rates much below actual cost.

EDITORIAL COMMENT

"UNITED STATES STEEL TRUST WILL NOT PROFITEER"

AT the annual meeting of the United States Steel Corporation held this week, Judge Elbert H. Gary, chairman of the board, declared that the Steel Trust had not and would not profiteer. He stated that the Corporation was still holding to the selling price for its output fixed by agreement with the Industrial Board on March 21, 1919.

"We think there is a moral obligation on the part of everyone to use all reasonable efforts to check this carnival of greed and imposition, even at some sacrifice," he said, after speaking of "the increasing tendency to insist upon payment of unreasonable sums for every commodity.

"It should be the effort of all to establish and maintain a reasonable basis of prices, certainly to prevent further increases, otherwise the Government, from the standpoint of protection of a part of the public, must interfere," he added.

Judge Gary declared that labor should be subjected to Governmental control and regulation. He reiterated the intention of the company to maintain an open shop. Referring to the strike of last Fall, he said: "A small percentage of employees were members of labor unions. When they were called out they responded and as a result of threats and intimidations others temporarily quit work so that altogether about 26 per cent. of the men were out for a short time. The majority were steadfast and loyal."

CONTINUE POSTAL WAR TAX

OWING to large increases in the cost of postal services, any return this year to pre-war rates are said to be out of the question. The tax of one cent on all letters as imposed by the War Revenue Act of 1915 last year yielded a return of six million dollars.

The stamp tax on commercial paper, such as cheques, yielded a further ten million dollars. In the United States the postal war tax has been removed; in Canada similar action will likely be impossible because of the increased expenditure of the Post Office Department.

Further increases in expenses are threatened. The railways have notified the Post Office Department that they propose to increase the cost of carrying the mails by charging 37¾ cents a mile for cars which have cost 17 cents a mile. This will entail an additional outlay by the country of about $4,000,000 a year. Increases in the salaries of postal employees will cost the country nearly two millions more than heretofore. Rural mail carriers, having organized and become affiliated with the Dominion Trades and Labor Congress, recently sent a delegation to Ottawa to demand that their rates be standardized on a basis which will practically double them. Acceptance of this proposition would add about two million dollars to the cost of carrying mails in rural districts. Street car companies have also been asking for increases in rates for carrying letter carriers. The Postmaster-General fears, therefore, that even if the postal war tax is retained, increased cost may cause a deficit in the business of his department. He is said to be contemplating cutting down the list of persons entitled to exercise the franking privilege so as to leave practically only the members of Parliament with the right to mail letters free of postage. This plan may be criticized as simply taking money out of one Governmental pocket and putting it in another. It will, however, tend to distribute costs which are now borne only through the Post Office Department and tend to keep down or prevent a deficit in that department's operations.

WORLD'S OIL SUPPLY CONTROLLED IN LONDON

A PREDICTION that in ten years' time America will be forced to buy annually from Great Britain fully 500,000,000 barrels of oil has been made by Sir E. Mackay Edgar, who declares that Britain has now cornered the world's available oil supply.

"Apart from Mexico, it is almost a case of British first and the rest of the world nowhere." Britain's plans to obtain world dominance in oil, especially in the Middle East, particularly affect deposits in the Province of Mosul, in Mesopotamia. Sir Mackay Edgar, enumerating British

holdings, says: "I should say two-thirds of the improved fields in Central and South America are in British hands. The Shell group owns exclusive or controlling interest in every important oil field in the world—in the United States, Russia, Mexico, Dutch East Indies, Roumania, Egypt, Venezuela, Trinidad, India (where in conjunction with the Burmah Oil Company it dominates the local position), Ceylon, Malay States, North and South China, Siam, Straits Settlements and the Philippines. What it comes to therefore is that with the exception of Mexico and to a lesser extent Central America, the outer world is securely barred against an American invasion in force. The British position is impregnable. The British Government," he says, "acted with shrewd foresight when it acquired a majority interest in the ordinary shares of the Anglo-Persian Oil Company, whose concessions for all oil in Persia have still 41 years to run."

Sir Mackay Edgar is Canadian born. He has been for years in the closest touch with American business, having made repeated trips to this country. He represents some $500,000,000 of capital in Britain and an equal amount outside the British domains.

RETAIN PROFITS TAX IN BRITAIN

IN view of the discussion which has been promoted in Canada with reference to the suggested substitution of a tax on turnover for the present tax levied on excess profits, the action of the British Chancellor of the Exchequer in retaining and even increasing the tax on excess profits to 60 per cent. is noteworthy. It had been the opinion in England that some substitute form of taxation would be adopted and the Chancellor's stand came as a distinct surprise. Various forms of taxation are receiving a great deal of attention at the present time, France having recently embarked on a policy of taxing each individual turnover 1 per cent. whether the amount of currency involved was small or great.

The budget speech of the British Chancellor indicates that the British Government is making successful strides towards the liquidation of its war debts. Under the proposals submitted the consumer of alcoholic liquors will have to pay more for his beer, wine and spirits. There is no relief for the income tax-payer and the excess profits tax is increased. In addition, limited liability companies will have to pay a new tax which will be deducted before the income tax is levied. A levy on wealth gained during the war is also proposed. The Chancellor says that a permanent profits tax is necessary. Mention was made of the commission which investigated methods of taxation on this continent and it was indicated that their findings would not be practicable in Britain, it being pointed out that the United States was contemplating a tax on turnover.

The whole of the Anglo-French loan in the United States is expected to be paid off by next Autumn. This year there will be a substantial reduction in the national debt and the Chancellor promises that there will be no more borrowing to meet the floating debt.

It is evident that the British people will have to bear stiff taxation, but the ability to make substantial payments each year, in reduction of debts, will prove an incentive for greater production, and enable the development of foreign trade.

A GOOD MOVE

THE Ontario Retail Hardware Association, in securing the services of W. F. Macpherson as permanent secretary, as reported elsewhere in this issue, is taking a forward step which should be productive of much good. There is a vast army of hardware merchants in the Province of Ontario, who have many millions of dollars invested in business in the province. Trade problems of peculiar interest to the hardware trade are constantly arising and very frequently trade abuses or undesirable conditions are allowed to continue largely because of the lack of sufficient organization among the retailers. The present high standing of the association is due, in large measure, to the work of Secretary Macpherson, who has been untiring in his efforts to build up the association, and provide a practical service for the retail members. As a hardware retailer with twenty years' experience, Mr. Macpherson is well fitted for the office and unusual developments may be expected in association circles within the next few months. A further announcement, outlining in greater detail the future plans of the association, will be made in the near future.

CULTIVATION OF BACKYARD GARDENS

Continued from page 34

number of leading lines are illustrated with prices.

Westman's Hardware, Ltd., London, Ont., quote a number of "Westman's Springtime Specials." It will be noted that this ad. also carries a mention of children's wagons and carts as a seasonable line. Lawnmowers, garden tools and hose are given special mention in this advertisement.

Linking up such advertisements as those shown with snappy window displays having some definite point in view, combined with suggestions to customers from the store salesmen, will bring maximum results from such efforts.

EVENTS IN THE TRADE

BUSINESS CHANGES

Providence Bay, Ont.—W. I. Wagg, hardware, has sold out to M. McGillivray.

Alex. McKenzie, hardware merchant of Galt, Ont., expects to move to new premises about May 1.

Pincher Creek, Alta.—Lebel Co., Ltd., hardware, announce that after May 1 they will occupy new premises as now occupied by I. Grossman & Co.

BUSINESS NOTES

Galt, Ont.—Galt Brass Co. is enlarging its plant by two additions costing approximately $50,000.

London, Ont.—Branch managers of the McClary Mfg. Co. from coast to coast were in convention in this city last week.

Sheet Metal Products, Ltd., Toronto, are planning to add another storey to their warehouse on River Street and to erect a four-storey warehouse at Bell and River Streets.

Kingston, Ont.—The Frontenac Floor and Wall Tile Co., which has been closed during the last two years, is resuming operations under new management. Mr. E. Townsend, late of the Robertson Art Tile Co., of Trenton, N. J., is connected with the company.

PERSONAL

N. L. Hutchinson, buyer for J. H. Ashdown Hardware Co., Winnipeg, returned this week from England.

S. L. Adolph, of Listowel, Ont., was a visitor in Toronto this week.

W. F. Macpherson, Prescott, Ont., was in Toronto this week attending a committee meeting of the Ontario Retail Hardware Dealers' Association.

Mr. C. M. Gaskin is joining the staff of L. T. Walls Sales Co., Ltd., 702 Confederation Life Building, Winnipeg. Mr. Gaskin was formerly with the Steel Company of Canada, Dominion Wire Company, Manufacturing Branch, Montreal. In 1910 he went to Winnipeg at the time the Steel Company of Canada opened their Western office. In 1918 he joined the Manitoba Rolling Mills Company and has been latterly with the Manitoba Bridge and Iron Works.

Friends of Chas. H. Robertson, who formerly represented the Sheet Metal Products Co. of Canada, Ltd., in Huron and Bruce County, and at present in Waterloo County, will be sorry to learn of the death of his wife. Mrs. Robertson was buried Saturday afternoon, April 17.

Death Summons Pioneer Manufacturer

Sudden Death of James Livingston, President the Dominion Linseed Oil Co.

One of Canada's pioneer manufacturers of linseed oil, Mr. James Livingston, ex-M.P., and president of the Dominion Linseed Oil Co., died recently at his home in Baden, Ont., after a very short illness. The fifty-sixth year period since 1864 when the first Livingston plant was established at Baden, has seen the growth of this business from a small and struggling beginning to its present development. Founded three years before Confederation, the time compassed by the business lifetime of Mr. James Livingston has also seen the growth of

LATE JAMES LIVINGSTON

Canada from a small colony into nationhood.

In addition to being president of the Dominion Linseed Oil Co., Mr. Livingston was interested in the Yale Flax Company of Michigan. He took a keen interest in public affairs of the Township of Wilmot and of the county, being reeve for some years, during which time he was member of the county council. In 1878 he was elected to the Ontario Legislature for South Waterloo, and resigned in 1880 to become a candidate for the Dominion House, opposing the late Senator S. Merner successfully. Mr. Livingston retired in 1900.

In addition to his industrial and political activities Mr. Livingston was interested in various financial institutions, being a director for many years of Waterloo Mutual Fire Insurance Co., president of the Yale State Bank, and director of five others in the State of Michigan. He was also president of the A. H. Hart Co., of New York. He is survived by two sons and three daughters, namely, John H., Baden; H. P., Toronto; Mrs. James McColl, Yale, Mich.; Mrs. Aulay Morrison, Vancouver, and Miss Alice, Colorado Springs. Mrs. Livingston predeceased her husband sixteen years ago.

Hamilton News

Despite the cool weather of the past week Hamilton hardware merchants have continued largely to devote their attention to the sale of paints and other spring brighteners.

H. Prielepp, of the Hamilton hardware, was in Toronto during the week in connection with paint orders. He has been devoting practically the whole of his store window at the corner of Queen and King Streets to paints, varnishes and kalsomines for the past week or two.

Some splendid garden displays have been observed, notably in the windows of the Mills Hardware Company. The demand for garden tools so far, however, has been light.

Baillie Bros. are making a big bid for the wall paper trade in the west portion of Hamilton, devoting one of their large windows to a display during the present week, with a few paints and wall colorings and other accessories to spring cleaning.

The Hamilton Hardware Co., of which H. Prielipp is proprietor, is making a bid for the spring trade in baseball goods. The store is situated on King Street West, on the way to Hamilton's best amateur ball grounds, Victoria Park, and does a big trade in ball goods. "Next to paint it is my biggest line," Mr. Prielipp said. "No person questions the price of a bat or ball. They want it and that is all there is to it. They will play ball if they have to walk to work all the next week."

An attractive window display has been arranged by the Arcade Ltd., one of its James Street windows being devoted in an artistic manner to the showing of power washing machine and wringer. The use of wax figures and well-worded cards is attracting considerable attention.

Montreal News

His Majesty's trade commisisoner has removed his offices from Beaver Hall Hill and is now comfortably settled in larger quarters in the down-town business section on St. James Street.

The Purchasing Agents' Association of Montreal and District held a meeting and dinner on Wednesday evening, April 20, at the Queen's Hotel, the features being an address by C. F. Goldthwaite on advertising, and the annual election of officers.

W L. Heiliwell, Montreal manager of the Gurney-Massey Co., Ltd., delivered an address before the Montreal Rotary Club this week on "How to Use Your Stove."

MONTREAL PERSONALS

Bruce Morrow, of Toronto, was in Montreal making a trade call during the present week.

Ernest Bureau, of Richardson and Bureau, Montreal, called this week on the Montreal trade.

P. W. Ward, Deputy Trade Commissioner for Canada in South Africa, spent several days this week in Montreal.

R. C. Stevens, representing Wallace Bros., Wallingford, Conn., spent a day or two this week in Montreal.

The Maritime Province trade is this week being called on by Wm. G. Hannah, of A. MacFarlane and Co., Ltd.

George Caverhill, of Caverhill, Learmont & Co., has been in the South, and spent some time at Hot Springs, W. Va.

Oliver B. North, of O. B. North & Co., New Haven, Conn., was this week in Montreal.

David Brewer, of the staff of A. MacFarlane & Co., Ltd., returned from a trip to Ontario points.

John Richardson, of Richardson and Bureau, returned last week from a business trip to Toronto and other Ontario points.

Walter H. Cottingham, president of the Sherwin-Williams Company, was this week a visitor to the head Canadian office at Montreal.

James G. Lewis, vice-president of Lewis Bros., Ltd., was a visitor last week to United States cities including Atlantic City.

James Davidson, president of The Thos. Davidson Manufacturing Co., Ltd., has been spending some time in California, and is expected home shortly.

Captain Edwards, British Trade Commissioner in Montreal, addressed the Montreal electrical men on Wednesday of this week on "Experiences in the Mediterranean."

OPEN AUTO SHOW IN HAMILTON

Hamilton, Ont.—Hamilton's first automobile show since 1914 has opened at the new Armories. It is the largest exhibition of its kind ever held in Canada, except that of the Canadian National Exhibition, Toronto. The exhibition is under the auspices of the Hamilton automobile dealers and allied industries.

Britain Retains Profits Tax

The continuation of the British tax on excess profits, and an increase in such taxation, was the feature of the budget statement delivered in the British House of Commons by the Chancellor of the Exchequer. This action came somewhat of a surprise as it had been expected this tax would be abolished and a substitute tax proposed. This point is of interest to the Canadian trade at this time when the question of substituting a turnover tax for the profits tax has been raised. The new tax proposals will enable the redemption of a large part of the national debt of Great Britain each year.

It is interesting to note that the new tax proposals include increases in postal and telegraph rates, the raising of the duty on spirits, beer and wines, cigars, etc. The tax on motor cars and gasoline will continue till the end of the year. Dealing with excess profits, the Chancellor said they had greatly exceeded any forecast and had he foreseen the situation no such reduction of forty per cent. would have been made last year.

WILL LECTURE ON TOYS

Mr. Gilbert, of the A. C. Gilbert Company, New Haven, Conn., will give a talk in Toronto on May 10th on the subject of marketing Gilbert toys and a lecture on the uses and operation of vocational toys. This is being arranged for the purpose of giving dealers some information as to methods of marketing toys.

THE ENTERPRISE FOUNDRY CO., LTD.

The Enterprise Foundry Co., Ltd., Sackville, N.B., have issued a new catalogue, No. 15, wherein they describe their line of open grates and fireplace fittings. This comprising electric grates with electric bulbes, etc., open grates of many kinds and styles, portable, basket grates and irons, dome dampers, common fireplace dampers, ashpit doors and ash dumps. It also shows combination coal and gas ranges and furnaces. The above-named catalogue is very attractively gotten up and profusely illustrated. Copies will gladly be furnished by the above-named firm on request.

H.M. THE KING VISITS CANADIAN WASHER EXHIBIT

We are indebted to the advertising department of Beatty Bros., Ltd., Fergus, Ont., for giving us some details of a recent exhibit of Canadian-made washing machines at London, England. Mr. R. B. Stewart, manager in London for this company, writes that a unique feature of the occasion was that the demontrators at the exhibition worked in evening dress—a somewhat unusual garb in which to demonstrate washing machines and other lines.

Western News

Boissevain, Man.—E. T. Johnson has, among other improvements to his store, added an auto' accessory display case. A method for keeping each department separate has also been adopted.

Morden, Man.—Wm. Chalmers has recently celebrated the eighteenth anniversary of the opening of his store in Morden. He went West at that time from Sarnia, Ont.

Regina, Sask.—Actual building operations have commenced on the new $250,000 warehouse for Wood-Vallance, Limited. On completion it is expected sixty-five persons will comprise the initial staff.

Maritime News

Moncton, N.B.—The retail hardware store of the Sumner Company is to be enlarged. It is planned to greatly increase the floor space available, moving the retail offices to the top floor as well as the wholesale department. A new three-storey building will be erected at the rear of the present building.

DEATH OF PIONEER HARDWARE MERCHANT

The death of Robert Horne, well known among the trade as one of the oldest established hardware dealers in Northern Ontario, is announced. Mr. Horne's business has been located in Sudbury. Starting forty years ago as a clerk with Jamieson, Henderson Co., Barrie, Mr. Horne later went to James Purvis, Sudbury, and subsequently started in business for himself. He sold out his business to the Rothschilds Hardware about eight months ago and went to England to be married for the second time. He had just recently returned to this country. His two surviving sons, Robert, Jr., and Russell both served overseas.

WELL-KNOWN MANUFACTURER DIES IN KITCHENER

After a brief illness one of Kitchener's most prominent manufacturers, Mr. Jacob Kaufman, died at his home, this week in his 73rd year. He was born near New Hamburg in 1847. Twenty years ago he became interested in the former Berlin Rubber Co., and three years later sold his stock and erected the Merchants Rubber Company's plant, which was sold to the Consolidated Rubber Co. in 1906. The following year the plant of the Kaufman Rubber Co. was erected, of which he was president. He also held controlling interest in the Forwell Foundry Co. of Kitchener.

Charles E. Adcock, representing A. MacFarlane and Co., Ltd., has been in Western Canada calling on the trade, and left Vancouver for Montreal a few days ago.

THE CLERKS DEPARTMENT

Achieves Big Results by Working Harmoniously

Carl R. Gray, New President of Union Pacific Railway, Has Climbed From a Helper in Thirty Years

TELLING how Carl R. Gray, the new president of the Union Pacific Railway, has climbed to the top since beginning his railway career thirty years ago as a helper, J. G. Donley, Jr. writes an interesting article in "Forbes Magazine" as follows:

"Carl Gray never thinks of himself. When he was in New York last December just before leaving for his new headquarters in Omaha, he was thinking only of getting to work for the Union Pacific and letting the men on the job know as quickly as possible that he wasn't going to play any game of importing outside talent. He then said: 'Nothing is more true than the old saw, "He should not boast who puts the armor on." The Union Pacific is a great and successful property, and my task will be to carry the work forward along the same lines of policy, and naturally I am very solicitous of stabilizing, just as quickly as possible, the apprehension which always accompanies the introduction of a new executive.'

"It was, however, easy to get other railroad men to tell Carl Gray's story. One of his former staff officers said, 'He has more friends than any railroad man I know, and I know a lot of them. And the peculiar thing about it is that he can and does hold them.'

Highly Regarded by Fellow Workers

"Gray stayed with the 'Frisco from the time he started in as telegraph operator, in 1882, until about thirty years later, he left the senior vice-presidency to accept the presidency of the Spokane, Portland & Seattle Railway. During this time he worked up through the successive stages of operator, agent, traffic clerk, commercial agent, division freight agent, division superintendent, superintendent of transportation, general manager, etc. Up and down the 'Frisco lines the men, high and low, still speak deferentially of Carl Gray. In fact, a man who made an inspection tour of the road a few years ago says that he has never ceased to marvel at the regard which was expressed and shown for Gray. The men were almost reverential and, figuratively speaking, tipped their hats every time they mentioned his name.

"When he left the 'Frisco lines to become president of the Hill road in 1911, he was presented with a testimonial book bound in gold, which contained the personal signatures of some 70,000 'Frisco employees. Even the track men with whom he was acquainted, who were unable to write their names, made their marks in the book, so desirous were they of showing their regard for their retiring leader.

"An incident of his service with the St. Louis & San Francisco reveals the faith that his railroad and business associates reposed in him. During the construction of the Union Depot at Birmingham, Alabama, the several railroads interested were unable to agree as to the amount which should be paid by each and the basis upon which the various properties should enjoy the benefits of track elevation and other advantages to be furnished by the Union Depot Company. Gray represented the St. Louis & San Francisco Railroad as operating vice-president of that line, which was vitally interested in the proposition. After months of wrangling and finally a definite split in the various factions which gave every appearance of bringing about the failure of the union depot scheme, the railroads of their own volition decided that the thing had gone far enough, and at an executive meeting it was decided to make Carl Gray the sole arbitrator. He decided the basis upon which each company would participate in the initial cost and operating expense upon completion of the station. And no protest was ever raised by any of the interested companies, so equitably did he apportion costs and expenses.

DIRECTOR OF OPERATIONS IN U.S. RAILROAD ADMINISTRATION

Carl Gray's work as Director of the Division of Operation of the Railroad Administration is a story in itself. His answering the call was a personal sacrifice which he considered in the light of his share in helping to win the war. Financially, he was affected in making the change. Because of his great affection for his home and his family the sacrifice was as great as though he had been sent to Europe. It was necessary for him to sell his home. His family moved to an apartment in Baltimore, to which he made week-end visits. He worked as faithfully and untiringly, under the personal handicap, as had always been his custom.

Associated With James J. Hill

"One year after Gray went with the Spokane road he was made president of the Great Northern Railway. This was in 1912, at the time when James J. Hill was gradually relinquishing active control of his railroad empire. Due to peculiar managerial complications—about which the least said the better—Gray did not have the opportunities or freedom of action he desired. After about two years of difficult service he resigned and came quietly to New York.

"Those who are familiar with the happenings at that time tell the story thus—and it shows the confidence of James J. Hill in the ability and integrity of his former president, and something of his fondness for the man: Gray's resignation came as somewhat of a surprise to the Empire builder of the Northwest, who was quick to realize that, in all fairness, Gray had not had a square deal. "Jim" Hill immediately took train for New York on the heels of Gray and did not rest until he was able to offer him his choice of five different railroad posts!

"Gray chose the connection with the Western Maryland—a Rockefeller property. He was given the dual title of president and chairman of the board. No railroad official, save Harriman with the Union Pacific, ever before held such a position of supreme authority.

"This double-headed office meant that he had to report to no one but his board of directors, and the board was dominated, of course, by Rockefeller men. In regard to Gray's authority, it came to be said on the Western Maryland that all he did was to make progress in earnings and write a little billet doux to "John D." once a month, in the shape of a statement of gross and net earnings.

"But Gray did not swell up with importance. The disuse of his private car tells best how he felt and acted. The passenger equipment on the Western Maryland, when Gray took charge early in 1914, was mainly of wooden construction. The president's private car was built of steel. Gray used it only when

Continued on page 46

Merger of Steel Interests Will Consolidate Industry

Maritime Nail Co. and Other Eastern Plants Mentioned in the Consolidation—To Rival United States Steel Corporation

EVENTS are now shaping themselves rapidly for the consummation of one of the biggest mergers that Canada has ever seen. This week there is being held a meeting of representatives of Dominion Steel and the Nova Scotia interests and within a short time the combination of these two great coal and iron concerns is expected to be completed.

The appearance of Col. Grant Morden, M. P., before the House of Commons and the Senate and his graphic unfolding of plans for the development of the steel and coal industries of Canada, and combining with them shipping and transportation as necessary links, has heightened interest in the project. He declared that plans were being completed "for the formation of the greatest industrial organization in the British Empire." Further, he indicated that the dream of those behind this enterprise was to create in Canada a fitting rival to the United States Steel Corporation. It was pointed out that this could only be accomplished by a great combination of the steel resources of Canada and shipping and transportation interests and the finishing mills of Great Britain.

Reports from St. John would indicate that not only the Nova Scotia Steel and the Dominion Steel are included in the merger but that several Eastern Canadian concerns will possibly be included as well. Stanley Elkin, representing the Maritime Nail Company and other Eastern concerns, have been in touch with British capitalists. It is understood to be the plan to embrace the consolidation of plants manufacturing iron and steel into finished products with the merger of the two big steel interests. There will be a large amount of British capital brought to Canada and also an army of steel workers.

SELL THE IDEA OF ELECTRIC APPLIANCES

Continued from page 32

compelled to translate the statement into terms of cents per hour to operate. And—

"If the translation is not made, the statement only serves to confuse. It fails to further the customer's understanding. Attention which should be devoted to following the salesman's talk is distracted by the effort to understand the technical phraseology.

"Rule 7.—Show Appliances in Actual Operation.

"The power of demonstration is too well recognized to require emphasis here.

"Telling the customer that a toaster, say, will, within two minutes, generate ample heat for toasting is a poor substitute for allowing the customer to place a hand near the appliance and discover by actual experience the heat radiating therefrom.

"If your display room is not equipped with Convenient Service Outlets, have some installed at once. The added sales effected through demonstrating the appliance will quickly pay for this slight expense incurred through installing outlets.

"Rule 8.—Don't Invite Consideration of Too Many Appliances.

"Attention must be concentrated upon one appliance before a purchase is made.

"The greater the number of appliances suggested the greater the number which must be eliminated from consideration before attention can be centred upon the one particular appliance it is held in mind to buy. Decide as quickly as may be possible in your own mind, which appliance will best suit the needs of the customer. Then concentrate your efforts upon selling that appliance. Make every reasonable effort to sell it before suggesting another one.

"That method becomes particularly desirable when you are dealing with a 'listener.'

"Rule 9.—Aim Always to Display the Best Make of Appliances First.

"In selling it is always easier to come down in the scale of quality and price than to start at the bottom and work up to the most costly. Also, a customer is always secretly flattered by being shown the most expensive article of a class first, even though it is in mind to purchase something less costly.

Frequently, too, such tactics lead to the sale of a better article than otherwise would have been sold. Besides—

"First impressions are apt to be lasting. So aim to have that first impression truly representative of the best in quality and service possible with the class of appliances in question. Display the best make of appliances first.

"Rule 10.—Attach to Appliance Tags Showing Price and Cost in Cents per Hour to Operate.

"Such tags are effective silent salesmen.

"Many of those who visit your store have used electrical appliances and are thoroughly sold on their manifold advantages. Frequently they come in with minds made up to purchase a certain type of appliance and require only to be told the price. In such instances the tag makes the sale, while you perhaps are busy with other customers. There are many occasions in even the best equipped and regulated stores when customers cannot be given attention immediately they have entered. At such times, the tags will prove helpful in occupying the customer's attention.

Best of all is the service the tags perform in connection with the very generally observed human characterisitic. Many folks incline to place more confidence in what they read than they do in what is told them. And the tags serve to support the salesman's statement regarding the operating cost of the appliances.

Note: Advise your customers to have current taps (Convenience Service Outlets) installed. It is bad practice to connect electrical appliances to lamp sockets, doubly bad when more than one is used. The wiring, on lighting fixtures, is not generally designed to carry the current needed by several appliances.

BETTER SENTIMENT IN METALS

The success of the U.S. railways in restoring traffic along their lines, following the strike of switchmen, has already reflected in an improvement in the tone of sentiment in metal circles, according to "The Daily Metal Reporter." For the time being passengers, traffic and perishable goods will be dealt with and it will be several weeks before normal conditions return in the metal trades.

Active Demand For Nails

There is, and has been for some considerable length of time, a most active demand for wire nails. These are going into consumption, doubtless, for there are many repeat orders, and the jobbers state that it is next to impossible to meet the customers' requirements. "I don't ever remember such a demand," said one of the largest Canadian producers to HARDWARE AND METAL, "as there is this spring."

George C. Davis, manager Frothingham and Workman, Ltd., stated to HARDWARE AND METAL that they had experienced a tremendous demand for nails, and that enquiries had even been received from various outside sources which had never been buying in this market. The buyers, too, Mr. Davis stated, were willing to pay high prices for any nails they might obtain, some offering to pay a premium over the existing market prices.

Popular sizes of wire nails are, it is stated by various jobbers, so scarce that deliveries cannot be promised. As a matter of fact, two and a half and three inch sizes are sold out constantly, the new stocks received from the mills from week to week being inadequate to meet the demand. Earlier in the season booked orders were shipped forward to the trade, but now that the repeat orders are arriving, this difficulty of meeting the demand has arisen. Mills have been exceedingly busy manufacturing, and are still active.

SHER-WILL-LAC

Sell and Recommend Sher-Will-Lac for Floors, Furniture and All Inside Woodwork

The fact that Sher-Will-Lac is a Sherwin-Williams product is a guarantee of its quality—a guarantee that the paint users of your community will fully appreciate.

Combining transparent stain and varnish in correct proportions, Sher-Will-Lac will at one operation restore the good looks of old, shabby floors, furniture that is scarred or scratched, sashes, wainscotting and interior woodwork of every description.

The Sher-Will-Lac customer has a choice of 13 different shades put up in the following sizes: ¼ pints, ½ pints, pints, quarts, ½ gallons and gallons. **Full Imperial Measure.**

ON NEW WOOD

A genuine representation of an expensive hardwood surface with all the beauty of the natural grain can be secured by means of Sher-Will-Lac.

ON OLD SOFT WOOD

Used over Sher-Will-Lac Ground it produces a handsome grained effect in any desired shade.

SWP

Durable and Economical Always a Good Seller

Everybody knows S.W.P. Experienced painters prefer it because of its easy spreading qualities. It appeals to everybody because it is truly economical, costing less per job and lasts longer than any other house paint.

S.W.P. sells easily. No selling talk is necessary to convince a customer that S.W.P. is superior. The "Cover The Earth" trade-mark is accepted the world over as the guarantee of paint satisfaction.

Selling SWP Sher-Will-Lac

and the other Sherwin-Williams Paints and Varnishes assures you good results in your paint department. Also it will win bigger business all 'round. Because your customers will naturally assume that with such an excellent stock of paint products your other lines are selected with similar care and good judgment.

Write Today for Details of Our Agency Offer

If you are already representing us, see that your shelves are well stocked.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER HALIFAX, N.S., LONDON, ENG

ACHIEVES BIG RESULTS BY WORKING HARMONIOUSLY

Continued from page 44

there was nothing else to ride in. To a close acquaintance of his he explained his aversion to the steel car by saying, "How would I feel should the train to which this car is attached meet with an accident in which a passenger or one of my employees should be killed in a wooden car, while I was riding safely in a steel car?"

"When Gray went to the Western Maryland that road was suffering from about every ill that ever beset a railroad. The Connellsville branch—an ambitious project built at a heavy cost per mile—had failed in its object of obtaining, through connection with the Pittsburgh & Lake Erie, a portion of the grain shipments from the Great Lakes to the sea-board. Locomotives were in such condition that it was not uncommon for an engineer to have his charge "go dead" on the road. Heavy freight locomotives had been purchased only to find that it was impossible to put them in commission because parts of the road bed and nearly all of the bridges and culverts were not strong enough to support them.

"It was becoming difficult to keep good workmen with the Western Maryland. There was growing distrust of the management.

"Gray took with him to the task of rehabilitating the Western Maryland Stanton Ennes, a student of practical and theoretical railroading and superintendent of the Mesabi division of the Great Northern, and Maxwell C. Byers, a railway and civil engineer of big accomplishments, Gray's assistant on the Great Northern. He realized that the task of making something of the Western Maryland was bigger than one man could accomplish, especially, as during his service he was called upon to spend at least a quarter of his time making inspections of other properties of Mr. Rockefeller, notably the Rock Island.

"It is characteristic of Carl Gray that he is quick to recognize ability in others. He expects each man to do his duty, and tells him so. He is a firm believer in holding to strict accountability the head of departments, and in making appointments he will invariably tell the appointee that just as his being able to hold the position of president of the railroad depends entirely on his producing the desired results, so he will expect of him the proper operation of the department, or a change will have to be made.

Achieves Phenomenal Results

"There was no spectacular spending of money on the Western Maryland under Gray's regime.

"But there were results aplenty.

"Railroad men still marvel at the change that came over "transportation expenses." Maintenance of way and equipmnt, traffic expenses, administration and general expenses, are sort of irreducible items, beyond a certain point. Operating or transportation expenses are what efficiency plays upon.

"Gray took hold of the Western Maryland in the latter half of 1914. For that year transportation expenses consumed 46.28 per cent. of gross operating revenues. The very next year, 1915, the percentage fell to 32.71. In 1916, it went still lower, to 31.03 per cent., and in 1917 the last year of private management, there was a slight rise to 34.62 per cent. Under Government operation, in 1918, the ratio again rose to 46.40.

"Such figures speak volumes to a railroad man. They mean big results. On the Western Maryland they meant that the average number of tons carried by each loaded freight car increased from about 31 tons in 1914, to nearly 38½ tons in 1917; the average loaded cars per train increased from 17.95 in 1914, to 24.35 in 1917; while the average revenue train load increased from 558 tons to 909 tons. Such operating results brought about an increase in the freight revenue for each mile travelled by a train from $3.09 in 1914, to $4.87 in 1917.

"How did Gray do it?

"He brought an unusually broad and varied experience to the task. And he used the head that has earned him a countrywide reputation as one of the clearest-thinking railroad men of to-day. And he brought to the task what has been called "one of the finest dispositions it is possible for a man to have."

"He worked hard judiciously, and without prejudice.

"He did not get excited; nor make snap judgments; nor lose his temper.

"Incidentally, strange as it may seem for a man who has worked up through the ranks, Carl Gray has never had any profanity in his vocabulary. It is seldom that he gives vent verbally to his feelings. But those who have worked close to him knows that when he says, "Oh Shucks!" it is time to be on guard.

"He took what there was of the Western Maryland and set about putting it in shape to do the work required.

"His first attention was given to the human side of the organization.

Solicitous of Workers' Welfare

"Any man who had found the human relations on a road in the low condition of the Western Maryland—entailing insubordination, unsatisfactory execution of orders, dissatisfaction with conditions, lack of esprit de corps, and generally low morale—exasperating, could never even have made a beginning on the job. Gray was not a bit perturbed.

"Almost before those who were watching the progress of things knew what was happening the men were beginning to look up to Gray as a leader under whom their work was more bearable. He didn't call them together in the shops, or along the road, and make speeches to them. He simply had a way of treating them that showed that he was thoughtful even solicitous of their welfare. He observed the little decencies of demeanor. He didn't lord it over them. His every action seemed to convey to the workers under him the impression that here was a man who was "white," who had their best interests at heart; who understood them and whom they could understand and work for, and with.

"There was no wholesale firing of incompetents or those whose waning enthusiasm had made them more of a burden than a help. Gray made it clear by his actions that he was there to work with the men and the materials at hand and to make something out of them and the road.

Right Man in Right Place

"His progress mystified those who were watching him most closely. You see, a railroad organization is comparable to a military organization in its discipline and its nice co-ordination of parts. With the right leader at the head it slips into a sort of well-oiled, machine-like smoothness of operation.

"Gray was the right sort of a leader of men. The men sensed it sooner than any one else. That was all.

"When it came to getting dollars-and-cents results, he showed the same tendency to work with what materials there were in the shape of main lines, sidings, freight yards and terminals. No projects were undertaken only where results were practically assured. He did not throw good money after bad on the Connellsville extension in what would likely have been a futile attempt to force it to produce net earnings. But he built, with excellent judgment as to location on the shores of Baltimore harbor, one of the finest grain elevators in the country. And the grain started to come down from the north over the one-time barren line.

"In order to get the right-of-way to the site of his own elevator, Gray, with effective diplomacy, put through a piece of condemnation work which is still recounted with admiring appreciation in railroad circles. Here Gray's personality played a big part. His qualities as a mixer, his ability to meet, on their own level, the laborer, the business man, or those highest in authority in a practical way and with effective influence, won the day. These qualities Gray developed early in his railroad career."

"FRIENDSHIP IN BUSINESS" WAS RECENT INTERVIEW WITH LATE J. S. MITCHELL

It is somewhat significant that the late J. S. Mitchell, of the firm of J. S. Mitchell & Co., Sherbrooke, Quebec, whose death was mentioned in the last issue of HARDWARE AND METAL, *gave an interview to a representative of this paper, appearing in an issue as recent as the Annual Spring Number of March 20. The interview dealt with the Value of Friendship in Business, in which Mr. Mitchell made the statement: "You cannot get very far without the assistance of your friends." Much of his success can be attributed to the large circle of friends who mourn his passing.*

Spring and Summer Goods May Suffer From Strike

Strike Handicap Will Delay Shipments From Factories—Jobbers May Have to Resort to Pick-up

REFERRING to present conditions in the trade as compared with the conditions prevailing at the commencement of the quarter, a communication being sent out by a U.S. company reads as follows:

"At the beginning of this quarter, conditions at the mills and factories appeared brighter than at any time since the war, but the present rail strike is going to work a handicap that will be difficult to overcome for the balance of this year. Spring and summer goods which have not as yet left the factory will evidently be received by jobbers too late for this year's requirements and there will be a loss of sales from the mill down to the retailer which will be reflected in a lesser profit at the end of the year. To meet the conditions, the jobber will be obliged to resort to pick-up more than ever and pay premiums to secure stock to meet the wants of his customers. For the balance of this quarter it will be practically impossible to secure a prompt shipment from factory, unless the manufacturer is weak enough to accept a premium to give preference on new business, but this method will not work for the beenfit of the jobber, as it will eventually amount to the highest bidder getting the goods."

Steel Deliveries Disorganized

Raw Materials Congested in Mill Yards—500,000-Ton Loss in Pig Iron Production

DEALING with conditions in the steel industry following the railroad strike, "The Iron Age" reports as follows:

"While the end of the railroad strike is in sight, the delivery of steel products is seriously disorganized, and the return to normal conditions is not expected for a good many days. Buying has been much curtailed in the past week and manufacturing consumers of pig iron and of rolled steel have been compelled in many cases to shut down wholly or in part because their fuel supply was cut off.

"In all districts manufacturing has been on a much better scale than shipments. Thus raw materials have been worked up only to the increase of congestion in mill yards. Some steel plants are in distress for ferromanganese, and the pinch there is likely to last beyond the ending of the strike.

"Scarcity, due to the strike, has caused an advance in blast furnace coke from $10 to $11.

"In the foundry trade conditions are less favorable than they were a week ago, many foundries, on account of a shortage of coke, being on the verge of stopping operations. There has been little buying of foundry pig iron, but the market continues strong.

"Cast iron pipe prices have advanced $4 per ton, making a total increase of $14 since Jan. 1.

"Weakness in steel plates, long predicted because of the large producing capacity, is not much in evidence."

Further dealing with the situation, the "Iron Trade Review" reports:

"While the primary cause of the tie-up is beginning to clear up in a number of directions, the cumulative effects of the congestion are continuing. It is feared further contraction of output will result and some difficult times must be faced before former production can be restored.

"Loss of pig iron production by the banking of many stacks is estimated at not less than 500,000 tons at present.

"Nothing has occurred to change the general tenor of steel prices which remain exceedingly strong. Though prompt deliveries practically are impossible under present conditions, wherever they are made, they still are on a high premium level.

"British buyers are concerned over the delayed deliveries on American material because of the strike, since more and more they are looking to this country for tonnage."

SUGGEST EXCISE TAX

Continued from page 29

000. On the same basis of revenue, therefore, the Minister is faced with a deficit of $60,000,000 on ordinary expenditures and a total deficit of $160,000,000. The floating of another loan is said to be out of the question, and it is therefore evident that new sources of taxation must be found. Meanwhile, there is much speculation as to the probable new sources of revenue. Rumors are everywhere to be found that the Excess Profits Tax is to be dropped and the Income Tax, though we understand there is to be some tightening up, has so far proved unwieldy and not as productive as was expected.

Speculation is being indulged in as to the merits of the three forms of taxation outlined for raising the additional revenue required, and a full discussion is encouraged. HARDWARE AND METAL has been giving much prominence to opinions on the subject and will welcome the views of the trade from all parts of Canada.

GOOD PROSPECTS FOR ALUMINUM INDUSTRY

At the recent general meeting of the British Aluminium Co., Ltd., in London, England, the prospects for the aluminum industry were said to be very good in view of the return to ordinary business conditions. Increasing demands in the motor, electrical and other industries could be foreseen and these demands were said to be largely in excess of pre-war requirements. There was still great difficulty in getting raw materials, notably bauxite, which came from France and was still under license in that country. As result of the stoppage of war there was reported to be a large stock of metal on the hands of the Government and manufacturers, but industries were reported now to be fully engaged and the demand sufficient to keep plants working at full capacity.

TO MINIMIZE GASOLINE DANGERS

Changes in the Toronto civic bylaw, to permit of the storage of 1,000 gallons of gasoline in underground tanks, instead of 500 gallons only, as at present, provided that the pumps are located outside buildings, has been decided upon by the Property Committee, with the concurrence of the Fire Chief and City Architect. This is an important departure from the existing regulations, and has been made in the interests of public safety, as it will prevent the accumulation of gas fumes inside garages and other buildings. The location of the tanks and pumps will have to be approved by the Works Department, and this will give the city greater control than hitherto.

PERIODICAL INSPECTION OF ELECTRIC WIRING

Lindsay, Ont.—The following is taken from a recent issue of the "Lindsay Warder":

"For the first time in years a representative of the Canadian Fire Underwriters' Association is in Lindsay armed with the authority to enter any public building, store, factory, theatre and church, for the purpose of inspecting electrical wiring. It should be the aim of every business man to assist the representative in his work, as it is for the safety of every building, the protection of life and property, as well as to prevent heavy financial losses.

"Many fires have occurred recently in churches and other public buildings, which were attributed to defective wiring, one of the most recent being the destruction of a $70,000 church at Oshawa. This fire, as well as others of a similar nature, should be sufficient warning to all concerned to have the wiring in churches, factories, theatres, stores, etc., thoroughly inspected, and although the inspector has not the right or authority to enter private dwellings, yet it would not be amiss for housekeepers to have the wiring inspected periodically.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

FURNITURE POLISH

Glo Products, Limited, Toronto, Ont., are placing on the market a new line of furniture polish which they claim will give a satin finish to fine furniture, pianos, phonographs and woodwork of

Furniture Polish

all kinds where there is a fine polished surface.

The manufacturers state it gives best results when used according to the fol-lowing directions: or polishing, apply with cheese cloth or soft duster, then polish with clean, dry cheesecloth, when a rich satin finish will be obtained. For dusting, moisten thoroughly a piece of cheesecloth and twist as in wringing to distribute the polish evenly throughout the cloth.

The makers say it is non-injurious to the finest finished textures of woods and lacquers and gives a rich satin finish, also that it has shown good results in cleaning and restoring oil paintings.

WHITE ENAMEL

Sanderson Pearcy & Co., Ltd., West Toronto, Ont., are offering to the trade a new line of white enamel for interior and exterior use which they state dries hard, with a permanent finish.

This new line of enamel is put up in very attractive packages, the back-ground color of the label being orange. The name of contents, brand, directions and general layout are printed in three other colors, which show out prominently on the orange background.

Manufacturers suggest the following directions for securing the best results:

The surface to be enamelled should be thoroughly dry, clean and smooth. Sandpaper the work with fine sandpaper and remove all dust. Any knots or sappy spots should be touched up with pure white shellac. Stir the enamel thoroughly. If consistency is too heavy it may be thinned with a very small quantity of pure turpentine. To obtain best results two coats of flat white pure paint should first be used. See that each coat is absolutely dry before applying another.

PRECISION TOOLS

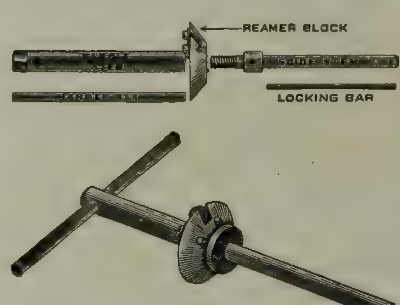
A. C. Savidge Co., 611 North Capitol Avenue, Indianapolis, Ind., are placing on the market their new line of precision tools. The manufacturers make the following claims and describe the tools as follows. They are constructed on the plane principle. The reamer block is equipped with a high speed steel cutter, which is removable and may be re-sharpened on an oil stone and readjusted with the cutter adjusting screw.

Reamer blocks are hardened and accurately ground, cutters are set at proper position and the tool tested before leaving the factory. Guide stems are interchangeable and shoulder on the

Valve Seat Reamers

ground surface of the reamer block to insure accuracy.

With each stem or set of reamers is furnished a locking bar to quickly at-



Safety Reamers

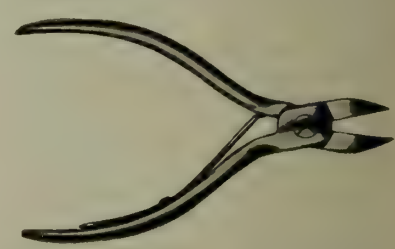
tach or detach guide stem from the handle without the use of pliers.

You can tell by the feel when you have a perfect job with the Savidge, as the high speed steel cutter will miss the low spots, taking off the least material possible until the seat is perfectly formed. It can't dig in no matter how hard you bear down, for it is set for the lightest possible cut.

The above set includes handle stem with T bar, 5-16, ⅜ and 7-16 guide stems; 1⅝, 1⅞, 2, 2⅛ and 2¼ inch reamer blocks with high speed cutters ready to use. It will handle practically all jobs coming into the average repair shop.

NEW NAIL NIPPER

A new line of nail and cuticle nippers is being placed on the market by the



Nail Nippers

United Die & Tool Works, Newark, N.J., makers of fine precision tools. This nipper is said to be of high grade 55 pt. carbon steel and it is claimed by the makers that this is a much higher grade than is usually adopted for such tools. These United nippers are made and accurately tempered, the manufacturers claim, to assure finest workmanship and maximum durability. United nippers may be had in either full polished nickel or with satin finish handles and polished nickel head. Another feature of United nippers is the spring, which is made of spring bronze, giving easy action and eliminating, the manufacturers claim, the ordinary grinding into the handle, as is the case with some steel springs. United nippers are made in seven styles, each of which the manufacturers guarantee the quality. Prices and other details will be sent to those interested upon request.

Mr. Alexander Donald, of the Canada Wire and Iron Goods Co., does not look for any decrease in prices, he told HARDWARE AND METAL, in a brief interview. "Material is high and not likely to drop," he said. "Steel has to be bought in such quantities that it is not possible to see prices dropping for some time."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE price tendency on nearly all hardware commodities continues to be upward and many lines have been revised to higher levels this week. Cotton goods of nearly all kinds, including cotton bed cord, seine twine, candlewick, awning and sash cord, have new prices. Food choppers, glass jar sprayers, cup and axle grease, metal polish, butter moulds, cow ties, ironing boards, barn door hangers, stove bolts, wood faucets, gasoline torches, knife handle wrenches, floor wax, sash chains, structural shapes, barb and plain galvanized wire, wood handles, wire nails, mirrors, pipe cutters, door mats, carriage-makers' clamps, auto lamps, hand cultivators, door checks, chest and cupboard locks and saddlery chains are all on the list of advances, some of which are of a substantial nature.

Owing to the tie-up of the United States railroads, factories are considerably delayed in making shipments and material in many cases is held up at the border. Jobbers state that the manufacturers are trying to handle business already on the books, but are forced to accept new orders for shipment at their convenience. This condition makes it very hard for jobbers to replenish their stocks, which at present are very low.

Business is very good despite the cold weather which set in. Collections are also coming very satisfactorily.

MONTREAL MARKETS

MONTREAL, April 22—Many advanced prices are this week announced for hardware, and among these is a second advance for wire nails, the price being $5.85, base, for standard wire, but with no change for cut nails. Mirrors are again advanced, this being due to higher mercury costs and also to the scarcity and higher prices asked for glass. Pipe cutters and parts are higher, as are also door mats, carriage makers' clamps, knife handle wrenches, automobile lamps, hand cultivators, sash cord and cotton clothes lines, awning cord, various checks and door, chest, cupboard and other locks. A firming of the handle list is observed this week in higher prices for sledge, pick, maul and axe handles, with the probability of others following. Stove and sink bolts are higher through revision of the discount. Various bright saddlery chains are marked higher. Some look for a weakening of prices on old materials when supplies begin to come forward from the small country dealers. Ingots are quiet this week, with tin off a cent, and antimony and spelter a trifle weaker. Lead, too, has softened a trifle.

Jobbers state that while there was a slight lull in activity a week or ten days ago, that the week has brought in a considerable volume of business. There is much difficulty in obtaining certain kinds of manufactured goods.

Various Mirrors Again Marked Up

Montreal.

MIRRORS.—Another advance in the price of ordinary mirrors has been made effective and some of the sizes are selling as follows: Louise, 5x7, per doz., $4.00; 7x9, $6.50; 8x10, $8; and 9x12, $10.40. XL are selling at: 4x6, doz., $2.80; 5x7, $3.75; 6x9, $5.40; 7x9, $6; 8x10, $7.50; and 9x10, $10.

Pipe Cutters and Parts Are Higher

Montreal.

PIPE CUTTERS AND PARTS.—Advances are effective for pipe cutters. "Barnes" make are subject to a discount of 27½ per cent. from list, and parts are selling under same discount. Saunders cutters and parts are on a 12½ per cent. discount basis.

Door Mats of Cocoa Are on Higher Basis

Montreal.

DOOR MATS.—Higher prices now apply on cocoa door mats, some of the leading sizes selling as follows: 16x27, per doz., $19.80; 18x30, $25.20; 20x33, $31.20.

Carriagemakers' Clamps on Advanced Basis

Montreal.

CLAMPS.—Higher prices are effective this week for carriagemakers' clamps. The new prices are as follows: Three inch, per doz., $9.60; 4 in., $12.75; 5 in., $16.50; and 6 in., $22.

Knife Handle Wrenches Are on New High Basis

Montreal.

WRENCHES. — Coe's knife handle wrenches are revised upward, and the present discount to the trade is quoted at list plus ten per cent.

Cordage is Selling on Improved Basis

Montreal.

ROPE AND CORDAGE. — Prices have held unchanged on various rope, excepting cotton, which has been steadily advancing. The present prices are: Pure manila, per lb., 35½c; British and Beaver manila, 28c; and sisal, 22½c per lb.

With the opening of navigation there has been, say the manufacturers, a stimulated demand for cordage, and this

will still be greater. The market is steady, and there is no prospect at the moment of any change, either in the way of an advance or decline.

Stove Bookings Are Fair; May be Shortage

Montreal.

STOVES AND WARES—Prices have steadily held on all stoves and ranges and there is, according to the latest devices, not the slightest change in prospect, unless it might come a little later as an advance. Difficulties are many in manufacturing circles, and the greatest is that of getting renewed supplies of raw material. The bookings received for fall shipment are reported to be fair, but makers cannot guarantee any delivery, and it is likewise difficult to name a price.

Wares are very firm. It is most difficult to obtain supplies of black, galvanized or tinned sheets, and the supplies are entirely dependent upon what the makers can obtain in the way of raw material.

Oil Movement is Still Very Active

Montreal.

OILS, GASOLINE. — Prices are steadily held on a rather firm basis, on both coal oil and gasoline. This is due to the firm crude oil market, and the tendencies are likely to hold this way, some think, with probability of crude oil being higher still. That being the case, coal oil and gasoline would naturally go up. At present coal oil is selling at from 27-30c per gallon, and gasoline at 38-43c, according to the grade.

Higher Steel Sends Automobile Lamps Up

Montreal.

AUTO LAMPS.—Prices for automobile lamps are revised upward. This is due, say the makers, to increased cost of steel used in their manufacture. The advance approximates about 5 per cent.

Hand Cultivators on Higher Basis

Montreal.

CULTIVATORS.—Owing to the cost of raw material, particularly that of higher prices for steel, hand cultivators have advanced. Norcross make of these are now selling at an approximate increase of 7½ per cent.

Cotton Rope and Clothes Lines Advance

Montreal.

COTTON ROPE, LINES.—In accordance with the extensive advances made for raw materials, cotton rope has been firming, and frequent advances made. Another increase of price this week makes new high levels. For 3-16 in. the present price is 85c per lb., and for ¼ in. and larger, 84c.

Cotton clothes lines are selling as follows: 30 ft., per doz., $3.20; 40 ft., $4; and 48 ft., $4.80.

Sash Cord Goes Up; Awning Costs More

Montreal.

SASH, AWNING CORD.—Prices are reaching unheard of levels on sash cord. Jobbing prices are now given as $1.10 for No. 6; $1.09 for No. 7; and $1.08 for 8-12.

Awning cord has also been revised upward, the following prices applying for white: 3½, per doz., $2.65; 4, $5.40; 4½, $7.50. Drab, in corresponding sizes, is quoted at $3, $6.50 and $9 per dozen.

Higher Prices Now For Locks; Door Checks

Montreal.

LOCKS, DOOR CHECKS.—Advances are reported this week for various Yale goods, including locks and door checks. The increase is given as 5 per cent.

In addition to these changes, chest, cupboard, suit case, trunk and drawer locks are all marked higher, the approximate advance being ten per cent.

Sledge Handles Up; Axe and Pick Higher

Montreal.

HANDLES.—Higher prices are effective for handles of various kinds, pick, sledge, axe, maul, and kindred handles now being ten per cent. higher than formerly. The change does not apply to shovel or scoop handles. Scarcity of suitable material for making these goods is on eof the contributory causes of the advance.

Stove Bolts Higher; Discount is Less

Montreal.

STOVE BOLTS.—Through a revision of discount, stove bolts are higher. The present discount is 47½ per cent. from the list, whereas the former was 55 per cent. No other bolt changes are announced for the week.

Saddlery Chains Are Considerably Higher

Montreal.

SADDLERY CHAINS. — Increased quotations are effective for saddlery hardware, the advance being from 15 per cent. on list to 25 per cent. on list for cow ties. Varying advances are made by jobbers on other lines in the list, but these are not uniform. The increase would approximate around 10 per cent.

Nails Five Cents Higher; Very Scarce

Montreal.

NAILS.—Prices have again advanced on wire nails, jobbers now quoting a price of $5.85 per keg, Montreal basis. The movement is very active, and jobbers cannot get enough stock to meet the requirements of the trade. Cut nails are steady at $6.35 per keg.

Steel and Iron Bars Are Holding Basis

Montreal.

STEEL AND IRON.—Unchanged, as to price, from the figures quoted last week, there is a steadily active demand for bars, and the jobbers are bound to receive new orders for shipment via water routes, canal and river traffic being due in a few days.

IRON AND STEEL

Iron finish machinery steel	$4 95
Norway iron	13 50 15 00
Single reeled machinery steel	6 50
Spring steel	5 50
Sleigh shoe steel	4 90
Tire steel	5 10
Toe calk steel, per 100 lbs.	5 80
Band steel	5 80
Harrow tooth steel	5 05
Mining tool steel, per lb.	0 24½
Black diamond tool steel, per lb.	0 24½
Black diamond cast steel, per lb.	0 24½
Common bar iron, per 100 lbs.	4 55
Refined iron, per 100 lbs.	5 55
Mild steel	4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Lead Products Are Steady; Demand Fair

Montreal.

OLD MATERIAL.—At this writing there is little new feature to report. Plumbers are asking, each week, for a fair amount of goods, and the basis remains unchanged. There is sufficient supply of pipe, sheets, and manufactured goods to meet the requirements of the trade.

Lead pipe, per 100 lbs.	17 50
Lead waste, per 100 lbs.	18 50
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	0 14¾
Do., 4 to 8 lbs., sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 46½
Solder, strictly, lb.	0 43½
Solder, strictly commercial, lb.	0 40½
Solder, wiping, lb.	0 39
Solder wire (8 gauge)—	
40-60	0 42½
40-55	0 45½
50-50	0 48½
Zinc sheets, casks	0 17½
Do., broken lots	0 18

Sheets Are Very Scarce; Improvement Unlikely

Montreal.

SHEETS AND PLATES.—It is certain, think importers and jobbers, that there will be but little change in the sheet situation. Those needing supplies have, from time to time, to pay a premium for their needs, and it is very hard sledding to obtain round quantities, the same having to be picked up, when required, in many different places. The tendencies are steadily higher, with prices quite nominal.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
26 gauge	9 50
28 gauge	9 50

GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 50
26 gauge	....	12 25
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots.

Some Look For Old Material Decreases

Montreal.

OLD MATERIALS.—With navigable waters available for small boats, dealers are looking for heavy arrivals of various kinds of scrap materials, and when they believe there will be a skidding of prices on some lines. The supplies, while not excessive now, will be so augmented soon, some think, as to cause a softening in the undertone on some lines. For the week prices have held unchanged.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Light copper	15 00	16 00
Heavy copper	19 00	19 25
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	46 00	47 00

Ingots Very Quiet, With Tin Lower

Montreal.

INGOT METALS.—The past week has been a very quiet one, and jobbers are not doing a great deal in any one line. Tin is a cent lower.

COPPER.—Prices remain as quoted last week, electrolytic selling at 24c and casting at 23½c. There is but a limited sale for the product.

TIN.—London markets are somewhat off again and the local market has reacted one cent, the present price being 71c per lb.

ANTIMONY.—The market conditions on this metal are quite unchanged, although prices have softened half a cent to 13c for Chinese and 14c for English.

ALUMINUM.—There appears to be a fair supply of ingot aluminum, and prices range from 35 to 40c per lb., according to quantity. Sheets, on the other hand, are said to be very scarce.

SPELTER.—A sagging of the price basis one-quarter of a cent brings the existing quotation down to 11½c.

LEAD.—Slightly weaker, with demand fair and price quoted at 11c per lb.

TORONTO MARKETS

TORONTO, April 22—Higher prices are again made on many important hardware lines. Handles have again been revised upwards, barb wire and plain galvanized wire, Redlick's wood faucets, Gem food choppers, cotton goods, stove bolts, barn door hangers, gasoline torches, Coe's wrenches, Johnson's floor wax, sash chain, structural shapes and cattle ties are all amongst the list of advanced prices.

The tie-up of the United States railroads has caused considerable disturbance to shipping of freight and the already light stocks in warehouses are not being freely replenished. Sheets and plates are still very scarce. Brush prices are unsettled and higher quotations are looked for. Boiler stocks are said to be somewhat heavier.

Turpentine and linseed oil are very scarce on the local market, although the tendency is for lower prices.

Notwithstanding the cold spell which has been prevalent, business has been very brisk and a heavy demand is noted for nearly all lines of hardware. Collections are very good and jobbers are advising the settling up of outstanding accounts during the prosperous times so as to take care of the future, should there be any falling off of business.

Redlick's Wood Faucets Have Been Marked Up

Toronto.

WOOD FAUCETS.—A heavy advance in price has been made on wood faucets. The wood situation seems to be affecting nearly all lines made of wood, and not only are the products high but they are also said to be very scarce and considerable difficulty is experienced in procuring many lines.

Gem Food Choppers Have New Higher Quotations

Toronto.

GEM FOOD CHOPPERS have been marked up to higher prices. This is said to be due to the situation which has developed in iron and steel, and it may be noticed that nearly all commodities depending on these two materials for their manufacture have recently suffered many advances. The new prices on Gem food choppers are as follows:

No. 20, $28 doz.; No. 22, $24 doz.; No. 24, $45 doz.

Higher Awning Cord Prices Have Been Made

Toronto.

AWNING CORD.—New prices have also been made on awning cord and the cotton grade is amongst the list of advances. The number 3 is now quoted at $2.25 per dozen hanks; the number 3½ at $2.50 per dozen; number 4 at $5.25 per dozen and number 4½ at $7.50 per dozen hanks.

Barn Door Hangers Up; Track Also Higher

Toronto.

BARN DOOR HANGERS AND TRACKS of Richards-Wilcox make have been advanced to new and higher levels. The trolley hangers number 321 are now quoted at $21.60 a dozen pair. The track for above number 31 has a new higher price of 23 cents per foot, while the brackets for the number 31 track are now quoted at $2.16 per dozen.

Higher Stove Bolt Prices; New Discount 47½%

Toronto.

STOVE BOLTS.—Higher prices have been made on stove bolts; this is said to be in line with recent advances in kindred commodities and is attributed to the higher cost of raw material, labor and other factors. The new price is an approximate advance of 7½ per cent., the new discount being quoted at 47½ per cent. off the list in place of a former 55 per cent.

Gasoline Torches and Fire Pots Advance

Toronto.

GASOLINE TORCHES AND FIRE POTS of the Clayton & Lambert make have been marked up to higher prices. The new advance is approximately 10 per cent. above the old prices:

Johnson's Floor Wax Reaches Higher Levels

Toronto.

JOHNSON'S FLOOR WAX.—Higher prices are made this week on Johnson's floor wax, the new quotation being 2 cents per lb. higher. The new quotations are from 72 to 75 cents per pound.

Higher Prices Have Been Made on Coe's Wrenches

Toronto.

WRENCHES.—Further advances in wrenches causes little surprise, as commodities manufactured from iron or steel of late, in nearly all lines, have been advancing. This week records Coe's wrenches at higher prices, some of which

are as follows: 6 in., $17.75 per doz.; 8 in., $20.70 per doz.; 10 in., $25.30 per doz.; 12 in., $32.20 per doz.; 15 in., $43.70 per doz.; 18 in., $55.20 per doz.; 21 in., $66.70 per doz.

Sash Chain Has New Higher Quotation

Toronto

SASH CHAIN.--Like many kindred lines whose basic material is iron or steel or metal of almost any kind, sash chains have been advanced. The galvanized number 80 is now quoted at $2.25 per 100 ft., while the copered number 80 is worth $2.50 per 100 ft.

Brushes Unsettled; May Again be Advanced

Toronto.

BRUSHES. — Notwithstanding the higher prices that have been made on brushes, it is expected that new prices will be made in the very near future and some believe that it will be of a substantial nature. One of the chief reasons is the bristle situation, and manufacturers state that bristles are daily becoming harder to procure:

Structural Shapes, etc., Have New Higher Prices

Toronto.

IRON AND STEEL BARS.—Considerable activities shown in this market and present prices are held very firmly. There is a very strong upward tendency and in some cases mills have advanced their prices. Structural shapes have advanced three-quarter cent per lb. and are now $6 per 100 lbs. base. Shafting is $7 base, while the flat hexagon and square are $7.50 per 100 lbs. base. Prices on bars, etc., are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Sheets and Plates Scarce; Shipments Tied Up

Toronto.

SHEETS AND PLATES.—The shortage and scarcity of this commodity continues to be very much felt. It may be that some are disappointed that the shortage, which has prevailed for some time has not been overcome. Some stated that they were beginning to receive shipments in fair quantities, but owing to the recent strike on the U. S. railroad considerable tonnage is held up in transit.

The warm weather also is said to be bringing out a big demand over and above what was current all during the winter months, and jobbers are puzzled to know how they are going to supply this demand when some of the mills, which have already been working to capacity and were already several months behind in their orders have had to close down on account of the railroad tie-up, holding up deliveries of raw material.

Many are interested in the second period business and are surmising what the mills will be charging for this period, as it is understood the books will soon be open.

The following quotations are being quoted by some, although they are more or less nominal owing to the great scarcity. It is believed that very few have complete list of sizes in stock at present.

BLACK SHEETS—		
14 gauge	....	7 45
16 gauge	....	7 55
18-20 gauge	....	7 95
22-24 gauge	....	8 00
26 gauge	....	8 05
28 gauge	....	8 15
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

STRIKE TIES UP SHIPMENTS

Owing to the strike on the U.S. railroads, factories there advise considerable delay in making shipments, and it is believed that considerable material is held up at the border while many in Canada are unable to secure supplies. It is believed that the manufacturers will try to handle any business on their books. New orders, it is said, will have to be at the convenience of the manufacturer. Stocks in warehouses are very slim.

The situation on wire nails is showing no improvement and jobbers' stocks are practically exhausted, it is stated, and they have great difficulty in having these stocks replenished by the manufacturers.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$10 00	$11 50	$10 75	$12 00
U.S. 28	10 20	11 70	10 35	11 45
U.S. 26	9 90	11 40	10 05	11 15
22 and 24	9 75	11 25	9 90	11 00
18 and 20	9 60	11 10	9 75	10 85
16	9 45	10 95	9 60	10 70
12 and 14	8 70	10 20	9 45	10 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Boiler Tube Supplies Are Coming More Freely

Toronto

BOILER TUBES.—Although the demand for boiler tubes continues to be a very heavy one, jobbers state they are somewhat catching up with their orders and that boiler tubes are coming in much better condition. Some were fortunate enough to secure fairly large shipments before the tie-up on the U. S. railroads and state they have other shipments coming which, if the situation is cleared up, may reach here in good time, it is believed. However, certain few of the popular sizes are still short which evidently will be needed. Those in the trade are said to have rather light stocks. The following are the present quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	30 00	.....
1½ inch	31 50	.....
1¾ inch	33 00	30 00
2 inch	32 00	29 00
2¼ inch	37 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	49 00
3½ inch	70 00	39 00
4 inch	96 00	63 00

Products of Lead and Zinc Remain Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—Nearly all lines of products of lead and zinc are holding at firm, unchanged prices. The demand is said to be a heavy one for this season of the year and a large volume is being handled. The price, although firm and unchanged, is solding steady. However, it is the opinion of many that no change will immediately be made.

Solder prices are considered to be rather high, although it is stated they are not out of line with kindred commodities. The following are the present quotations:

Lead pipe, list, per lb.		0 17½
Lead waste pipe, list, per lb.		0 18½
Do., over 8 inches, list, per lb.		0 19½
Above subject to discount of 10%.		
Lead traps and bends	....	add 30%
Lead wool, lb.	....	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	....	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 45¾
Solder, strictly, lb.	....	0 40½
Solder, commercial, lb.	....	0 38
Zinc sheets,, per lb.	....	0 19
Solder, guaranteed, lb.	....	0 43¾
Solder, wiping, lb.	....	0 37¼

Corrugated Sheet Scarce; Makers Short Material

Toronto.

CORRUGATED SHEETS.—Manufacturers state they are having considerable difficulty in satisfying their trade for corrugated sheets, and one manufacturer stated to HARDWARE AND METAL that he was just working on the amount he already had on hand, and owing to the scarcity of raw material was unable to take on any new business for some few weeks, according to his receipts of raw material.

Some state that sheets are beginning to come in in small quantities, but that the tie-up on the Americann railroads has caused serious delays, and it is the belief of some that this will be more keenly felt during the next few weeks. The following are the present quotations:

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is

allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Stocks of Wire Nails Are Getting Low; Price Firm

Toronto.

WIRE NAILS continue to sell at unchanged prices, although the present situation is a very firm one. The demand for wire nails still exceeds the supply and many are concerned for the future. The trade generally are looking forward to very heavy building year and it is believed that most stocks are very low, and present prospects are poor for immediate delivery. The present indications are that no immediate change will be made. This may be on account of the manufacturers not having any nails to sell for immediate delivery. It is believed this condition applies to nearly all countries, and a great shortage is noticed throughout the world. Canadian trade reports show that Canadian exports for wire nails has greatly increased; considerable of this going to the United States.

The present price on wire nails is $5.75 base. The cut nails are quoted at $7 base.

Cotton Twine and Sash Cord Revised Upwards

Toronto

COTTON GOODS.—As reported in last week's issue, cotton goods have been marked up to higher prices. The new prices are now available; some of the prices are as follows:

Cotton wrapping twine, 5 lb. size, 3-ply, balls, 99c per lb.; 3-ply, cone, 96c per lb.; and 4-ply, per cone, $1 per lb.

Hercules sash cord, No. 6, $1.10 per lb.; No. 7, $1.09 per lb.; Nos. 8, 9, 10 and 12, $1.08 per lb. Cotton rope, ⅛, 98c; 5-32, 97c; 3-16, 94c; ¼ in., 92c.

Barb Wire $6.50 *Cwt.; Plain Galvanized*, $6.15

Toronto.

BARB WIRE is now selling at $6.50 per 100 lbs., and great difficulty is experienced in securing supplies. Stocks on hand are generally believed to be light and at present the prospects for future deliveries are not very bright.

PLAIN GALVANIZED WIRE, No. 9, is now quoted at $6.15 base, practically the same condition prevailing as in the barb wire. The disturbances of the freight transportation in the U. S. will have considerable bearing on the situation.

Tin Prices 1c *Weaker; Lead Also Sagging*

Toronto.

INGOT METALS show a downward sagging tendency this week, tin having dropped 1c per lb., while lead is down ¼c per lb. Copper, aluminum and antimony, also spelter, while showing no change in price, are somewhat of a weaker tendency. Stocks are light, and especially local stocks at present are very scant.

TIN.—Lower prices have been made on tin and the tendency at present is of a downward nature. The present quotation now is 74c per lb.

LEAD has also shown a downward tendency, being a ¼c cheaper. 11¾c is the price now being quoted, although stocks are said to be very light, with a fair demand showing.

ALUMINUM prices remain unchanged, with a weaker tendency showing. The present quotation is from 36 to 37c per lb.

ANTIMONY continues to sell around same prices, the present quotation being 15c per lb.

SPELTER.—No change in price is made on spelter and a fair demand showing. The market has a tendency towards weakness and the present quotation is 12c per lb.

COPPER.—Little change is noted in the copper situation, although the present tendency is somewhat weaker. It is also light, with a fair demand showing, the present price being 24c per lb.

Wood Handles Have Again Been Revised Upwards

Toronto.

WOOD HANDLES.—Higher prices again have been made on nearly all lines of wooden handles. The situation which has developed in lumber and wood has of late been causing many advances in nearly all lines of this material. On account of so many factors being in the case it is hard to state exactly just what the main factor is. Manufacturers state that lumber has greatly increased in price and also in volume, and state they are unable to secure nearly the quantities as formerly. One manufacturer stated that the men in the bush receive more money and yet the amount of lumber cut is not so great as the supply of other years.

The following are the new prices:

All Hickory Handles	Plus 35%
Maple Cant Hook and Peavie Handles..	Plus 10%
All Fork, Hoe, Rake, Shovel Handles and Malleable D	Plus 20%
Maple and Ash Pike Poles.........	Plus 30%
All Whiffletrees, Doubletrees, and Neck Yokes	Plus 10%
All other Handles and Goods.........	Plus 20%

Sagging Downward Tendency Old Materials

Toronto.

OLD MATERIALS show little demand at present. The tendency in this market is weaker and the present demand is said to be a light one. All red metals are showing considerable sagging movement and little movement is noted throughout. Stove scrap and No. 1 cast iron are still hard to secure and all price quotations are nominal. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	....	18 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	38 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes....	....	0 06
Overseas, lumbermen's rubber boots	....	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 04

LONDON MARKETS

LONDON, Ont., April 22—The prices on hardware commodities continue to advance and higher prices on many important lines have been made. Cotton goods have again been revised upwards, cotton bed cord, seine twine, candlewick, awning cord and sash cord all being advanced. Gem food choppers, glass jar sprayers, Arctic cup grease, Mica axle grease, Brasso metal polish, wood butter moulds, cow ties and stall fixtures, ironing boards, barn door track and hangers, stove bolts and Redlick's wood faucets are all higher.

The tie-up of the United States railroads has been the cause for much inconvenience and manufacturers and jobbers state that the effects will be felt for some time to come. Business is coming very satisfactory all through this section and big sales are being made on paints, varnish, oil stoves, auto accessories, tires and builders' hardware.

All prices are very firm and many are wondering how the acute shortage prevailing at present may be overcome. Collections are very satisfactory.

Gem Food Choppers Have New Higher Prices

London, Ont.

GEM FOOD CHOPPERS have been marked up to higher prices. This is said to be due to the situation which has developed in iron and steel and it may be noticed that nearly all commodities depending on these two materials for their manufacture have recently suffered many advances. The new prices on Gem food choppers are as follows:

Gem Food Choppers—No. 20, $$28 doz.; No. 22, $34; No. 24, $45.

Glass Jar Sprayers Are Higher Priced

London, Ont.

GLASS JAR SPRAYERS have been revised upwards and new higher prices are now in effect. The Eureka make is now selling at:

EUREKA.—No. 113, $9.00 a dozen; No. 114, $9.75 a dozen.

Arctic Cup Grease Also Joins March Upwards

London, Ont.

ARCTIC CUP GREASE.—The present market conditions are seriously affected by the crude oil situation, which has shown considerable activity of late and many increases in nearly all lines contingent on it for their manufacture have recently been advanced. The new price on Arctic cup grease is as follows:

Arctic No. 3—Case of 24 only, 1-lb. tins, $5.20 case; case of 36, 1-lb. tins, $7.55; case of 6 5-lb. tins, $6.05; case of 6 10-lb. tins, $10.30; less 15%.

Mica Axle Grease Now Costs More

London, Ont.

AXLE GREASE.—Mica axle grease has been advanced to higher prices and manufacturers state that this is necessary on account of the increased cost of manufacture, handling and other expenses. The new quotations are being quoted at:

Case of 48 only, 1-lb. tins, $8.25 case; case of 12 only, 3-lb. tins, $5.35; case of 24 only, 3-lb. tins, $10.15; less 15%.

Brasso Metal Polish is Higher in Price

London, Ont.

METAL POLISH.—New and higher prices have been made on Brasso metal polish. This is said to cost more to manufacture from the tin container to the product itself. The new prices are quoted as follows:

No. 3, $1.65 doz. tins; No. 6, $2.70; No. 12, $5.20; No. 24, $10.40.

Cotton Bed Cord Has New Higher Prices

London, Ont.

COTTON BED CORDS.—In line with other commodities made of cotton, bed cords have also been advanced, the 30 foot now being quoted at $3 20 per dozen, 48 foot, $4.75 per dozen and the 60 foot at $6.00 per dozen.

Cotton Candlewick Now Costs $1 Per Pound

London, Ont.

CANDLE WICK.—In line with other commodities made of cotton, candle wick has been revised upwards and the new price is quoted at $1.00 per pound.

Seine Twine Has New Prices, Also

London, Ont.

SEINE TWINE is up for higher price revision, the new price being No. 18 and larger in 1 pound balls, $1.14 per pound; No. 18 and larger in 1-14 pound balls, $1.15 per pound; No. 15 and smaller in quarter pound balls, $1.16 per pound; No. 15 and smaller in 1-pound balls, $1.15 per pound.

Awning Cord Prices Have Been Marked Up

London, Ont.

AWNING CORD.—New prices have also been made on awning cord and the cotton grade is amongst the list of advances. The number 3 is now quoted at $2.25 per dozen hanks. The number 3½ at $2.50 per dozen; number 4 at $5.25 per dozen and number 4½ at $7.50 per dozen hanks.

Sash Cord Prices Have Been Revised Upward

London, Ont.

SASH CORD.—Recent advances have been made in nearly all lines of cotton goods and sash cord. The new advance being about 6 cents per pound over former prices. The new quotations are now current as follows:

No. 6, $1.10 lb.; No. 7, $1.09; Nos. 8, 9, 10 and 12, $1.08.

Stainless Steel Cutlery Arriving More Freely

London, Ont.

TABLE CUTLERY of the English stainless steel variety is now arriving more freely and a brisk business is being transacted. The average price of the dessert size is $15.50 per dozen, while the table size is $18.00 per dozen.

Wood Butter Moulds Advanced to $2.15 Doz.

London, Ont.

BUTTER MOULDS.—Higher prices are made on butter moulds, which are said to be due to the situation which has developed in the wood both in the bush and also the cured. The 1-pound square wood butter moulds are now quoted at $2.15 per dozen for 1-pound size.

Lawn Mowers Have Good Sale; Price Unchanged

London, Ont.

LAWN MOWERS.—A brisk movement is noted on lawn mowers; although the price is unchanged the present quotations are firm. The Daisy, Star and Woodyatt and Empress are still being quoted at 25 per cent. off the list.

Cow Ties List Plus 15%; Stall Fixtures $2.25 Doz.

London, Ont.

COW TIES.—The new higher price which recently went into effect on this commodity does not seem to affect the sale and considerable business is being handled. The new price is quoted at list plus 15 per cent.

Stamped steel stall fixtures are also moving well and are quoted at $2.25 per dozen.

Ironing Boards Have Advanced

London, Ont.

IRONING BOARDS.—In line with other high prices on woodenware folding ironing boards have been advanced to higher levels. The new price on the No. 35 is $36.00 a dozen.

Barn Door Hangers and Track Have Increase

London, Ont.

BARN DOOR HANGERS AND TRACK of Richards-Wilcox make have been advanced to new and higher levels. The trolley hangers, number 321, are now quoted at $21.60 a dozen pairs. The track for above No. 31 has a new higher price of 28 cents per foot, while the brackets for the No. 31 track are now quoted at $2.16 per dozen.

New Prices on Stove Bolts 47½% Discount Off List

London, Ont.

STOVE BOLTS.—In line with recent advances in some lines of bolts, stove bolts have also been marked up to higher levels. A new discount is now quoted at 47½ per cent. off the list in place of the former 55 per cent.

Redlick's Wood Faucets Have Higher Prices

London, Ont.

WOOD FAUCETS.—A heavy advance in price has been made on wood faucets. The wood situation seems to be affecting nearly all lines made of wood and not only are the products high but they are also said to be very scarce and considerable difficulty is experienced in procuring many lines.

Reliable—No. 4 x 8 in., $2.25 doz.; 6 x 9 in., $2.80; 8 x 10 in., $3.40. Redlick, No. 2, $2.40; No. 4, $3; No. 6, $4.

Rope Shows Good Movement; Price Firm

London, Ont.

ROPE.—The price on rope continues to hold unchanged. A fair demand is noted and manufacturers state that every day shows an increase in the demand as the spring and summer operations begin to open up. The present prices hold at: Pure manila, 35½ cents per pound base; Beaver manila, 28 cents per pound base; New Zealand hemp, 28 cents per pound, and sisal 22½ cents per pound base.

Stocks of Wire Nails Getting Low; Few Coming

London, Ont.

NAILS.—The demand for wire nails still exceeds the supply and many are concerned for the future. Nearly all in the trade are looking forward to a very heavy year in the building line this year and state their stocks are very low and their prospects are poor for immediate delivery. Although the present price is very firm it is not expected that any

immediate change will be made. This may be on account of the manufacturers not having any nails to sell for immediate delivery. The wire nails are quoted at $5.75 base, while the cut nails are quoted at $7.00 base.

Light Stocks of Whiting Hold Putty Price Firm

London, Ont.

PUTTY.—The demand for putty is seasonably heavy and manufacturers are much concerned over the shortage of whiting and chalk. They state they cannot get sufficient to make up into putty and at present even in a quiet season the demand is greater than the supply.

European operators state they have great difficulty in getting men to handle the chalk and any they are able to secure are at higher wages. The following are the present quotations:

Standard—100 lbs. drums, $8.30 per 100 lbs.; 25 lbs., $8.55 per 100 lbs.; Pure, 100 lbs., $10.80 per 100 lbs.; 25 lbs., $11.05.

Window Glass Still Scarce; Price Unchanged

London, Ont.

GLASS.—A good building business is being done at present in window glass; and while stocks are light it is believed that no business is being turned down on account of not being able to fill the orders.

Plate glass is very scarce and a heavy demand is being felt. These following are the present quotations for window glass: Single diamond, 15 per cent. off list; double diamond 15 per cent. off list; cut lights 40 per cent. off lists.

White Lead in Oil Prices Hold Unchanged

London, Ont.

WHITE LEAD IN OIL:—The sale for this commodity continues to be good and a fair volume is moving although the price at present is very firm. Although white lead in oil is considered to be selling at a high figure in comparison with normal times it is stated the present price is very reasonable in comparison with other commodities and authorities on the subject state that it has only advanced in accordance with the higher cost of living. The following quotations are current:

Tons—Pure, $20.45 per 100 lbs., $20.80 less tons; Elephant, $20.95, per 100 lbs., $21.30 less tons.

Turpentine Not Coming Forward; Price Firms

London, Ont.

TURPENTINE.—Stocks of turpentine are said to be very light, both locally and in the Southern markets. The crops in the South this year were considerably held back by the cold and wet weather and some believe that they are from two weeks to a month behind. The demand is a very heavy one and owing to the limited supplies available, as well as to the tie-up of the American railroads, turpentine at present is very hard to procure. The present quotations are as follows:

1 bbl. lots, $3.80, imp. gal.; 2 to 4 bbl. lots $3.79, imp. gal.; 5 gal. lots, $3.95, imp. gal.

Linseed Oil Scarce; High Prices Continue

London, Ont.

LINSEED OIL.—The situation which has developed in the flaxseed situation up to the present has shown no signs of improvement, and flaxseed continues to be as hard to procure as it has been for the last few months back. The tie-up of the railroads has done considerable to curtail some of the shipments coming through from the United States and some crushers state that if they do not get seed in larger quantities they will be forced to close down their plants. The present price of linseed oil remains unchanged, although the present quotation is very high and is as follows:

1 to 2 bbls., $2.87 gal. aw, $2.90 boiled; 3 to 5 bbls., $2.86 gal. raw, $2.89 boiled; 6 to 9 bb!s., $2.84 gal. raw, $2.87 boiled; less bbls., add 15 cts. gal.

WINNIPEG MARKETS

WINNIPEG, April 22—Many hardware prices have again advanced as a result of further activities occurring in this week's markets, and several important lines again appear for higher revision of price on account of these changes. Among these will be found: Wrought iron pipe, shovels, spades and scoops, hay knives, scythes, endless canvas belts, spade and shovel handles, wood tubs and pails, canoes, mouse traps and machinery shafting. The changes, as a whole, it will be seen, still centre around lines in which metals play an important part. These lines cannot help but be influenced when taking into consideration the existing condition of the markets on which they rely for the material necessary for their manufacture.

Acute shortage of the raw material still exists to such extent as to cause repeated advances on all lines and still higher prices, it is said, can be expected before better and more satisfactory conditions prevail.

Other lines well represented in the week's changes are woodenware, the cause of which is said to be due to the lumber situation which at present shows great scarcity of material, coupled with rapidly advancing prices, which as a result bring influence to bear on the manufactured product as illustrated by the changes occurring for this week.

Black and Galvanized Pipe 3½% Higher

Winnipeg.

PIPE.—Further advance occurs on wrought iron pipe, both black and galvanized, to the extent of 3½ per cent. on previous prices. Recent changes occurred advancing this commodity, so that the new lists appearing will now place this line at a higher level than it was expected it would reach. The unsettled and rapidly advancing metal markets are said to be the chief cause and one that, if not diverted from its present course, may be the cause of further advances occurring in the future, it is said. No appreciable change occurs to give any hopes of better conditions prevailing in these markets at present. To-day's quotations list this line at:

Wrought Iron Pipe—Black, ¼ in., $5.67; ⅜ in., $5.81; ½ in., $7.74; ¾ in., $9.59; 1 in., $14.18; 1¼ in., $19.17; 1½ in., $22.91; 2 in., $30.83; 2½ in., $50; 3 in., $65.39; 3½ in., $82.85; 4 in., $98.19; 4½ in., $114.20; 5 in., $133.29; 6 in., $172.89; 7 in., $253.31; 8 in., $266.13. Galvanized, ¼ in., $8.01; ⅜ in., $8.15; ½ in., $9.45; ¾ in., $11.84; 1 in., $17.55; 1¼ in., $23.76; 1½ in., $28.40; 2 in., $38.25; 2½ in., $62; 3 in., $81.09; 3½ in., $101.75; 4 in., $120.51; 4 in., $141.84; 5 in., $165.38; 6 in., $214.52.

Shovels, Spades, Scoops Priced 10% Higher

Winnipeg.

SPADES, SHOVELS AND SCOOPS are marked at higher prices, the new advance showing a clear 10 per cent. on previous lists. The present steel and iron problem confronting manufacturers is said to be the chief cause of this latest increase. Great difficulty is being experienced in securing anything like sufficient supplies of raw material and what quantities it is possible to secure are at a high figure, which naturally affects the cost and resale price of the manufactured product. Owing to the variety of these lines only a few are quoted for reference, and are as follows:

Spades — Long Handle, Olds, $16.25; Jones, $19.85; Garry, $16.25; Bulldog, $19.85. D Handle, Olds, $16.25; Jones, $19.85; Garry, $16.25; Bulldog, $19.85.

Scoops—Jones, 4, $23.60; 6, $24.35; 8, $25.05; 10, $25.75. Garry, 4, $22; 6, $22.70; 8, $23.40; 10, $24.10.

Shovels—D Handle, rd. pt., Olds, $16.25; Jones, $20.20; Garry, $16.25; Bulldog, $20.20. D Handle, sq. pt., Olds, $16.25; Jones, $19.85; Garry, $16.25; Bulldog, $19.85. Long Handle, rd. pt., Olds, $16.25; Jones, $19.85; Garry, $16.25; Bulldog, $19.85. Long Handle, sq. pt., Olds, $16.25; Jones, $19.85; Garry, $16.25; Bulldog, $19.85. Polished fiinishes are quoted only.

Draining and Posthole Spades; Prices Up 10%

Winnipeg.

SPADES.—In connection with the general changes occurring on shovels, etc., draining and post hole spades advance an approximate 10 per cent. as a result of the advanced cost of raw materials and the increased cost of manufacture, and are quoted as follows:

Draining spades: Jones, $19.85; post hole spades, Bulldog, $18.85 per dozen.

Higher Prices Are Quoted On Endless Canvas Belts

Winnipeg.

ENDLESS BELTS.—A sharp advance on canvas thresher belts places this line on a high plane, the nature of the increase being an approximate 30 per cent. on previous prices. This, considering the past stability of this line, is a somewhat heavy increase, yet one that was to some extent not unexpected, owing to the rapidly advancing prices of the raw material, coupled with increased manufacturing costs, an item to be taken from a general viewpoint into serious consideration, owing to the general advances in operating costs, etc., with which all manufacturers are having to contend. The latest prices are as follows:.

Endless canvas belts: 100 ft., ply 6x4, $73.15; 7x4, $83.12; 8x4, $93.75; 120 ft., ply 7x4, $99.08; 7x5, $12369; 8x4 $111.72; 8x5, $139.65; 150 ft., ply, 7x4, $123.03; 7x5, $153.61; 8x4, $138.32; 8x5, $173.56; 160 ft., ply, 8x5, $184.20; 8x6, $221.24; 9x5, $202.82; 9x6, $244.72.

Shovel and Spade Handles Advanced to $7.50 Doz.

Winnipeg.

HANDLES.—Higher prices also appear on shovel and spade handles, the reason for which is said to be due to the present lumber situation that is at present of such a character as to be seriously affecting the markets of not only the raw materials but of many important manufactured lines of which the above are included. The present prices show:

Shovel handles: Regular, $7.50; Bulldog, $7 50; D shovel handles, $7.75; D spade handles, $7.75; D scoop handles, $7.75 per dozen.

Wooden Tubs and Pails Prices Up a Clear 20%

Winnipeg.

PAILS AND TUBS.—Higher prices are named on wooden tubs and pails, the new increase showing a clear 20 per cent. over previous lists. This new advance, it is believed, is the forerunner of further advances that are expected to follow that will affect woodenware on a more general scale than has heretofore occurred unless something unlooked for quickly appears to relieve the present lumber situation, it is stated. The latest prices are as follows:

Wooden tubs: Nos. 0, $25.55; 1, $22.20; 2, $19.00; 3, $16.80 per dozen; Pails, $5.15 per dozen.

Fibre tubs: Nos. 0, $31.55; 1, $27.05; 2, $22.50; 3, $19.10 per dozen; Pails, $6.90 per dozen.

Scythe Prices Are Marked 14% Higher

Winnipeg.

SCYTHES are included in the week's changes, and advance a further 14 per cent. on old lists. This line has shown little activity for some time and so considering this, and the continually increasing cost of the raw material, the new prices will evince little surprise, if any. This line is now quoted at:

Scythes: Cast steel, $17.25; clipped, $18.25; bush, $17.75 per dozen.

New Revision of Prices on Hay Knives, Grass Hooks

Winnipeg.

HAY KNIVES AND GRASS HOOKS.—A new advance appears on hay knives and grass hooks, raising these lines a further 12 per cent. on previous prices, and as with scythes, the cause for the new advance wil be found by following the trend of the metal markets, through which it is obvious these lines are being influenced To-day's prices show:

Hay knives: Lightning, $15.00 Heath's, $15.00 per dozen.

Grass hooks: 18 in., $5.00 per dozen.

Canoes Repriced; Show an Average 10% Increase

Winnipeg.

CANOES.—A general advance affects canoes to the extent of an average 10 per cent. on previous lists the cause of which is said to be chiefly due to the greatly advanced prices of raw material, coupled with the present scarcity of the same. Considering this line has been of firm and staple character in the past the new prices are not of a heavy nature, on reviewing present existing conditions relative to the markets. The new prices appear firm and further change is not necessarily anticipated at present, it is believed. Owing to the wide range covering this line it is only possible to quote a few of the models. The latest prices quote:

Canoes — $85; canvas covered, $105; freight, $90; cruising, $100; guide special, $100; canvas covered freight, $130; motor canoe, canvas covered, $110 each.

Row Boats—Double ended, $95; motor row boats, $110 each.

Mouse Traps Average 25c Increase on Dozen Lots

Winnipeg.

MOUSE TRAPS also come under the influence of the changing markets, showing an average 25 cent raise on old prices. The advanced cost of raw materials is the chief cause of the new advance, it is said. The latest quotataions are as follows:

Mouse traps: Round wood, $2.00 per dozen; Victor, 50c per dozen; Official, 50c per dozen.

Rat traps: Official, $2.15 per dozen.

Higher Prices on Cold Drawn Machinery Shafting

Winnipeg.

SHAFTING.—Further changes advance cold drawn machinery shafting to the extent of 13 per cent. on old lists. This line has been fairly staple for some time, so that the new advance is to some extent to be expected when taking into consideration the state of this market as a whole. The new prices are as follows:

Cold Drawn Machinery Shafting — 5-16 in., $10.83; ⅜ in., $10.83; 7-16 in., $10.35; ½ in., $10.35; 9-16 in., $10.35; ⅝ in., $10.03; ¾ in., $10.03; ⅞ in., $9.87; 1 in., $9.87; 1⅛ in., $9.77; 1¼ in., $9.7; 1⅜ in., $9.77; 1½ in., $9.63; 1¾ in., $9.63; 2 in., $9.63; 2¼ in., $9.37, per 100 lbs.

Higher Prices Named on Cattle Tie Chains

Winnipeg.

CATTLE TIES AND FIXTURES appear for further advance, the nature of which is 10 per cent. on previous lists. Recent advances occurring on chains is said to be the chief factor responsible for the new increase, although of course the metal markets can be considered the real influencing power. The new prices are as follows:

Cattle chains: Electric weld, Browns' and 3 chain, Nos. 4-0, $4.84; 3-0, $3.85; 2-0, $3.52; 1-0, $3.20 per dozen.

Stall fixture pattern: 4-0, $3.52; 3-0, $3.08; 2-0, $2.64; 1-0, $2.42 per dozen.

Well Casing Advances a Further 4% on Old Lists

Winnipeg.

WELL CASING, following changes on wrought pipe; also advances 4 per cent. on previous prices as a result of higher prices named on the raw material and the scarcity of same. The new prices appear firm, however, and no further change is looked for at present, unless further increases of a high nature occur to affect the general metal markets, is is stated. The present prices are quoted at:

Well casing: Screw and socket, 4½ in., $76.50; 5 in., $94.50; 5⅝ in., $117; 6¼ in., $123.20; inserted joint, 4¼ in., $77.40; 5 in., $96.30; 5⅝ in., $118.80; 6¼ in., $135.

New Discount on Sash Balances Advances Same

Winnipeg.

CALDWELL SASH BALANCES again advance as a result of the week's changes, and are now quoted at 50 per cent. on list in place of 30 per cent. on list, which has been the ruling quotation for some time.

Wire Nail Price Has Been Advanced 10c

Winnipeg.

NAILS.—An advance of 10 cents per pound has been made on nails. Warehouse stocks are very light and present shortage makes them very hard to obtain. The new price is now quoted at $6.85 per keg, base.

PITTSBURGH MARKETS

PITTSBURGH, April 22.—The dominant factor in the iron and steel situation has been the rail strike, which curtailed production quite largely and at the same time put a damper on the market. The movement of Connellsville coke was entirely stopped, except for some shipments East. Production was not curtailed in like proportion, but was cut down by more than one-half. At the beginning of last week the rail strike was practically at its height, but there was a fair supply of empties, and day by day the railroads were able to dig up a few more, so that there was some producing and shipping. This was not a movement of coke, however, as the loaded cars got no farther than the yards, and some merely got on to sidings. The by-product coke ovens had hardly any coal, and their shipments were almost entirely suspended, so that altogether but little coke was available for furnaces in the regions affected by the strike. Some of the stacks, however, had stocks of coke laid up against any emergency that might arise, so that the curtailment in pig iron production has been only about one-third of the production and perhaps not altogether as much as that.

In the Youngstown district the situation has been worst, as the mills there have received scarcely any coal, and all are practically down except one or two that had stocks of coal. In the immediate Pittsburgh district there have been some works closed, but the larger works have limped along.

For several days the strike has been waning, but it will be a week, at best, before the coke works, blast furnaces and steel mills have regular rail service again. The roads affected had to get their passenger trains running first, and then they paid attention to foodstuffs and perishables. All told, the loss of production may run not much less than half a million tons in both pig iron and steel ingots.

Divergent Sheet Prices

Since opening its order books Tuesday of last week, as noted in past report, the American Sheet & Tin Plate Company has been entering tonnages from regular customers for the second half with manufacturing consumers and for the third quarter with jobbers. The selling really consists in allotting tonnages, the customers having no hesitancy in taking the tonnages allotted, on account of the price. Even now the independent sheet manufacturers show no signs of modifying their sales policies by reason of the leading interest opening its order books for the second half. All the independents have had higher prices than the leading interest, and none has thus far showed any disposition to book at the basis prices. The independents cannot, of course, sell to the end of the year at premium prices, and they would rather get premiums while the premiums last, particularly as there is no definite evidence that the premiums will not continue for a long time. There is nothing like uniformity of price among the independents, the delivery time determining the premium, several cents a pound for deliveries in the next few weeks, down to say half a cent a pound for August or September delivered, and mills that cannot make earlier delivery than that do not seem anxious to book any tonnage at all.

Tin plate stands in an entirely different category, as the great majority of independents will book their regular customers at least at the regular price of $7 per base box. Doubtless, however, more tonnage will be saved to sell in the prompt market, at premiums, than was the case when contracts for the present half year were made.

Bars, Plates and Shapes

The large independents making bars, plates and shapes, have not, as a rule, opened their order books for third quarter deliveries, and apparently they have doubts whether they could sell all their tonnage for third quarter at the prices they have been asking of late, say 3 cents for bars, 3.10c for shapes and 3.25c for plates. For very early delivery much higher prices are obtainable, 4 cents for bars being far from uncommon, so that there is a natural temptation to hold off in hopes of securing higher prices by waiting. Buyers in general show an indisposition to make any commitments for delivery beyond July 1, unless at basic prices, the prices of the Industrial Board schedule of March 21, 1919, to which the Steel Corporation has steadfastly adhered.

A Quiet Market

The rail strike and the divergence in prices between the Steel Corporation and independents are strong factors in making the market as quiet as it is, but there is good reason to suspect there are other causes. There is a widespread fear that industrial and financial conditions will not be satisfactory a few months hence, and there is good reason for that fear when one considers that the conditions are not satisfactory now. Money is extremely tight, even on Liberty bonds and real estate mortgages. Everybody is busy, although some workmen are busy holding their jobs rather than striving for maximum efficiency, but nearly all along the line there is the feeling that the activity is only temporary. Factories that are busy filling orders, many being far behind on orders, do not feel certain that they will continue busy. This does not mean that there is clearly discerned trouble ahead, but that it is impossible to see for certain whether or not there is going to be trouble, hence throughout industry there is a feeling of conservatism. As soon as the future can be foreseen with more certainty business will make a fresh start.

Pig Iron Firm

All the appearances are of pig iron being very firm. Furnaces are altogether indisposed to cut prices, while in the case of foundry iron sales are being made at prices higher than the figure formerly accepted as defining the market in general. There is, however, practically no buying for second half, and as pig iron still remains somewhat scarce, at least there is no difficulty in securing full prices and sometimes premiums on the small lots that are sold for early delivery. Bessemer remains at $42 valley, basic being generally quotable at $41.50 valley. Foundry iron, however, is quotable at an advance, on a sort of technical basis. Formerly, the chief sales were for second half, at $42 valley, and that was the quotable basis of the market, sales of prompt at higher prices being regarded as involving a premium for the delivery. Now, however, there is no second half business going, and sales of prompt continue at $43 to $44, valley. As these are the only sales made they represent the market, which is thus quotable $1 to $2 higher than the old quotation.

JOHN A. FRAZER NOW FULLY RECOVERED

After an absence of about two months from his office, John A. Frazer, sales manager Lewis Bros., Ltd., Montreal, has returned to his office.

Mr. Frazer contracted a bad cold early in the winter which developed, subsequently, into a serious case of influenza. So serious was this illness that, for a time, his life despaired of. Recovering sufficiently, he travelled south to his old home in Atlanta, Georgia. The old associations there with his own people, together with a change of air, brought convalescing about rapidly, and Mr. Frazer reports himself much improved in general health.

While not taking an unusual interest in business conditions in the Southern States, Mr. Frazer told HARDWARE AND METAL that the spending craze was still manifest in an excessive way down there. The business men are, however, gilt-edged credit, according to enquiries made, bills being paid promptly. "What of failures? I asked of one jobber," said Mr. Frazer. "We have not known what failures are recently; there are none," was the reply.

LONDON HOLDS "BUY-AT-HOME" MOVEMENT

London, Ont.—A Made-in-Canada celebration was held this week by merchants and manufacturers in the interests of a buy-at-home movement. The scheme was conceived during the period when exchange rates were at an abnormal level. A grand parade with military bands and scores of floats was a feature of the movement. Sections of the parade were given over to almost every phase of Canadian industrial activity as represented in business houses of London and Ontario.

Encourage Women to Purchase Paints for Preservation: Not Only For Decoration

Women Are Prime Movers in Clean-Up Campaigns—Like Well-Lighted Stores With Complete Stocks and Courteous Clerks—One Dealer Places Seats for Women Customers—Special Compartment With Tables and Chairs

THE statement was recently made by a trade authority that eighty per cent. of hardware lines for household use were purchased by women. In further confirmation a recent article appearing in HARDWARE AND METAL pointed out the large proportion of goods purchased by women in a large Western store. The question arises: Are women large purchasers of paints and varnishes? If so this fact will bear special significance in planning the selling methods to be followed in the paint department in order to get the best results from this class of trade.

Women are the prime movers in domestic clean-up and paint-up campaigns, particularly in the early spring season. They generally follow their own ideas as to color schemes for exterior painting as well, so that their influence appears at every turn. It is therefore the general consensus of opinion among the trade that womenfolk purchase the largest percentage of indoor paint and varnish specialties.

There are a great many little points about how the paint department is kept and the service that is rendered by the salesmen which are noticed by women shoppers much more readily than by men. Women like to buy in stores where everything is well ordered and where shopping is facilitated by the clerks extending a good service. A great many of the imposing and well-ordered paint departments of some well-known stores are for the express purpose of attracting women customers, and it has even been said that if it were not for the women folk there would be a great many sorry-looking, small-profit paint departments. Undoubtedly there are a great many paint departments which could gather in a greater volume of business by taking more cognizance of this important phase of business.

Does She Say "Never Again to That Store"

One cannot blame women, nor men either, for not patronizing the paint departments of some stores. They are situated in the back end of the store in a most inaccessible location and where very poor light is provided in which to judge colors. The result is that in most cases purchases made under these circumstances are unsatisfactory, and she sighs "Never again." The next time she goes to a well-lighted, easily-accessible paint department where clerks render service in suggesting color schemes, indicating the qualities of various grades of paint, etc.

Women folk, in purchasing paints, exemplify several outstanding peculiarities. They generally wish to visualize how their paint is going to look when applied and how one color is going to blend with another. Very often they will select their color scheme right over the counter For this purpose good lighting and a display of paints and varnishes which facilitates selection are assets.

Placing the paint department near the front of the store overcomes several of the handicaps otherwise experienced. Good light is provided, the department is easily accessible, and the power of suggestion and display can be used to the greatest effect. It is generally coming to be recognized that a prospective customer is more effectively influenced through the eye than in any other way. It might not be going too far to say that women are influenced through the eye perhaps more than a man. It is true that women are more observant than men, and a catchy demonstration will not miss their eye.

UNCLE EB'S WHITEWASH BRUSH

Uncle Eb was whitewashing his barn one morning with a brush that contained very few bristles. The squire happened along and said:

"Uncle Eb, why don't you get a brush with more bristles in it?"

"What fer, squire?" asked the man.

"What for?" shouted the squire. "Why, man, if you had a brush with more bristles in it you could do twice as much work."

"Mebbe so squire; mebbe so," said Uncle Eb: "only, ye see. I aint got twice as much work to do."

Seats for Women Customers

One progressive hardware merchant went even one better to draw women's trade to his paint department. He got his tip from a large grocery establishment. What we refer to is the placing of seats along the sales counter. This dealer benefited by the information that women, when seated and comfortable, were inclined to give larger orders than when standing and being jostled by other customers. The innovation worked out with complete success.

Tables and Chairs in Special Compartment

Even before his decision to place the seats at the counter this dealer had benefited from moving his paint department to the front of the store so that women shoppers did not have to pass by rolls of building paper, fencing, oil cans, etc., and also to take advantage of the good light. Briefly the plan he followed out was as follows: There was enough room to the left of his entrance to rail off a little compartment. In this section were placed some tables and chairs sufficient to accommodate his customers. The tables were provided with glass tops, and under the glass he arranged color cards equivalent to the stock of paints on hand. On the top of each table was a small display of polishing oils, metal polishes and waxes, which greatly increased his sales of such lines. Larger displays of flat wall paints, varnish samples, etc., were arranged around the walls, where they were easily referred to. The stock in the compartment was constantly replenished, so that it was not necessary to go to the stockroom.

The floor of the compartment was of hardwood and finished with the particular brand of floor varnish which was handled. A rug covered a portion of the floor Needless to say the department created an inviting atmosphere, particularly to women shoppers, and the news soon spread. The department soon became a favorite topic for gossip among women of the town, and curiosity led many women into the store for the first time.

While the sale of paints has come to be an all-year feature, there are still the busy and slack seasons. During the Christmas season this dealer realized that the department would be of little use in so far as paint sales were concerned. He thereupon removed the small paint stock and replaced it with silver, brass and other Christmas goods. However, the fact that the compartment was started primarily as an aid to the paint and varnish department was never lost sight of. The tables during such seasons were used by the dealer in conducting transactions with business men of the town, and with the color cards always on view they were at all times acting as a sales factor.

Breaking Down Customer's Indifference

Another thing this dealer discovered by the use of tables and chairs was that his store salesmen got "closer" to the

MOORE'S

House Colors

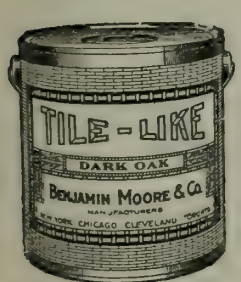
"Save the surface and you save all" *Paint & Varnish*

MOORE'S
GUARANTEED
PAINTS
"Absolutely satisfactory or money refunded"

An Agency for MOORE'S PAINTS, VARNISHES and MURESCO means:

BETTER PRICES
BIGGER PROFITS

Color Cards and details of our Splendid Agency proposition on request



Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. Blakeney, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. Cleveland, Box 821, Saskatoon, Sask.

customer. The barrier of resistance which almost every customer assumes when dealing over the counter was found to be lessenend and a more personal attitude assumed. The result was that the clerks were able to lead the customer to a fuller appreciation of the value of paints and varnishes and impart some information as to their application which resulted in larger individual sales. The customer was led to have more confidence in the store salesman. In this way many abuses and lack of information about paints and their application were overcome, and the clerk, instead of being merely an instrument to hand out what the customer asked for, was able to assume an advisory capacity.

In many smaller stores such a compartment could not be used through lack of floor space or for other reasons. However, making the paint department accessible and well lighted is the first essential and one which can be executed in practically any store.

It is a rather significant feature of women's trade in paints and varnishes that they purchase more for decorative purposes than from any sense of preservation. But it is also true that women will respond readily to any plan for economizing and therefore the dealer, while selling as much as possible for decorative purposes, can also get in some educational work from the standpoint of preservation and protection of property. When women realize that they are losing dollars from the deterioration of their property they will hasten to correct the evil and will switch from the pint and half-pint class to the half-gallon and gallon class, purchasing paints for exterior and interior house painting.

Proof of the importance of appealing to women folk in the sale of paints and other lines which presumably only a man generally uses, is found by referring to the pages of any of the leading women's magazines. In such publications there will be found many expensive advertisements appealing to women on articles that only a man can use. Similarly there appear in many men's magazines advertisements on lines which only a woman can use. With paints and varnishes the trade of both men and women is desired, and the field therefore offers great room for development.

No Improvement in Linseed Oil Shortage

Relief Generally Comes Early in April—Crushers Continue Intermittent Operations

ORDINARILY the beginning of April would bring relief, were relief essential in the matter of linseed oil supplies. This year, however, a very abnormal shortage of flaxseed has compelled the crushers to either suspend operations, or to operate their mills only intermittently. This has meant, for many weeks past, that no business has been sought by the crushers, not of an extensive nature at any rate. It has meant, furthermore, that the sale of linseed oil has been pretty closely confined, when made, to single-barrel quantities.

In discussing the matter with crushers, HARDWARE AND METAL was informed that conditions such as those existing now are unusual for the beginning of April. Seed supply is unusually limited; an augmenting of these supplies is not anticipated immediately, and in looking forward, it is impossible to make definite promise of when flaxseed supplies will be available in such quantities as to ensure the spring trade uninterrupted supplies.

In the first place, transportation conditions have been unfavorable. There is a scarcity of rolling stock. Many cars are moving, but these are carrying foodstuffs such as wheat, various grains, fruits and perishables. Thus, when seeking accommodation for flax, crushers have been unable to obtain the desired relief, and seed arrivals, while there are some, are so limited as to permit crushers, as above stated, to operate only on partial time. At this time of the year, ordinarily, they are operating extensively.

Not enough seed is produced in North America for the requirements of the trade. Argentine flax is drawn upon, and relief has been, and often is, afforded from English crushers. Oil came to the Canadian trade during the first quarter of 1920, and so long as the price was right there was a market here for that oil. A few weeks ago the price advanced until it was on a par with prices on oil crushed in Canada.

Demands have been made on the Argentine stocks of seed from many quarters. This has served to make delivery to United States points, and to Canada, erratic. Then, too, strike troubles in the Argentine caused delays. These are understood to be settled now, for the most part, and seed has already been shipped northward by the Argentine producers. But shipments do not mean delivery, and it is expected to be some time before this seed is received. Even though it reaches United States destinations, it may be held up between there and the Canadian mills. It is an anxious time for the crusher, an uncertain outlook for the trade, and a condition that will, in all probability, secure the continued operation of a high price basis. Arrival of seed is the only relief that will secure an easing of prices.

Your Paint-Profit Calendar

APRIL Varnishes for Outdoors and Indoors. Liquid Filler. Paste Filler.	*JULY* Paint for Porch Floor. Enamel for Porch Chairs.	*OCTOBER* Stove Pipe Enamel. Stove Cement. Roof Cement. Pipe Jt. Cement.
MAY Prepared Paint. Oxide Paint. Graphite Paint. Shingle Paint.	*AUGUST* Concrete Paint. Cement Floor Coat. Mill White Industrial Paint.	*NOVEMBER* White Enamel. Interior Varnish. Floor Paint. Flat Wallcoat.
JUNE Household Enamel Varnish Stain. Screen Paint. Linoleum.	*SEPTEMBER* Prepared Paint for Outdoors and Indoors. Oxide Paint for Barns, Bridges	*DECEMBER* Furniture Polish. Floor Polish. Silver Polish. Metal Polish.

Glidden Has Made Paint for Nearly 50 Years

Paints for marine uses, paints for floors, paints for agricultural implements, are some of the kinds of paints that have served Glidden users during the last half-century.

So it was a simple step when the Glidden Company announced the addition of Glidden Endurance Paint to its line of products. The Glidden reputation for paint making was immediately associated with the new product.

Here, then, is a new product with an established reputation. It is worthy of your immediate investigation. Write for complete data.

THE GLIDDEN COMPANY, Limited
Toronto, Canada

Branches: Montreal and Winnipeg

"Save the surface and you save all" *Paint & Varnish*

GLIDDEN

EVERYWHERE ON EVERYTHING

Busy Paint Season

One of the busiest seasons ever experienced by the Canadian paint makers is reported from various sources. "There is not a small factory, or a large, which has not been very busy. Since January we have been working with both night and day shifts, and only now are things easing off." Such was the expression of a Montreal manufacturer this week to HARDWARE AND METAL.

It augurs well for a brisk trade this spring. As far as reports go, retailers do not appear to be spreading themselves unreasonably or to be buying beyond their likely needs. Realizing the probability of more or less increase in building activity; realizing as well that much of the property which has been built for years is falling into disrepair, the hardware man is alive to the possibilities and is providing against these needs. It is this latter outlook which, in many a hamlet, town and city, yes, even on the prairie farm, has visualized the possibilities for the hardware merchant. With the cost of materials so excessive, it has been figured out carefully that to protect property is truly to conserve. Compared with the value to a house, a barn, or other outbuilding, it has long since been regarded as good business, and an exercise of thrift to buy paint and apply it; the results, as compared with the outlay, are all to the credit of the owner, affording him an investment for the outlay.

While manufacturers have faced shortages of material, and with raw materials of some varieties still difficult to procure, the situation has been quite satisfactory, it is stated, from the standpoint of delivery. Railway and other strikers' troubles have not minimized the difficulties. One of the complaints which has come to the attention of HARDWARE AND METAL of late is that many dealers have ordered, specifying a deferred shipping date. This makes it very difficult for the manufacturers, owing to congestion of storage space, etc. It is pointed out that, with datings given, the dealers should take delivery when he can get it, and save delay in the height of the season, when he will require the stock, but when transportation may be congested.

How Hardwaremen Advertise Paints---No. 3

A DISTINCTLY different style of ad. writing is demonstrated in the one shown herewith, by J. H. Slater, Ridgetown, Ont., as compared with others of the series.

"Brighten Up Your Home" is a seasonable slogan at this time of year when spring housecleaning is under way and this heading appears in bold type to arrest attention. The sequence of other bold sub-headings is good. As the eye runs down the illustrations it also takes in the headings "For Walls" —"For Floors"—"For Woodwork."

A further description of lines recommended for the various purposes is given, indicating method of application, results and advantages of the line. The easy, direct style of the data makes a strong appeal to the reader of the announcement. This ad. deals only with lines of brighteners for indoor use. Paints for brightening up the house exterior may be more effectively dealt with separately from the indoor finishes.

The Luxeberry Painter Says:

"VARNISH SHIFT IS FALSE THRIFT. To save a trifle per gallon on varnish some home builders will use or sanction the use of Finishes that are quite unsuitable and a spoiled interior results. I always try to steer my customers clear of this rock of mistaken thrift and insure a finish that lasts and satisfies by using Berry Brothers' Varnishes, Enamels and Stains."

It is the established confidence in "Berry" Finishes that has created and maintains the always increasing demand for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Brushes Built for Real Service

Why Not Sell Brushes that Give Real Service?

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover — **anything**—and yet retain their usefulness.

There is nothing known that will cause the bristles to come out.

The composition used in Simms Brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

Our other products are also of the same high quality

Brooms	Shoe Brushes	Lather Brushes
Whisk Brooms	Stove Brushes	Scrubbing Brushes

Order from our nearest branch.

T. S. SIMMS & Co., LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office: ST. JOHN, N.B. MONTREAL TORONTO LONDON

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 22.—While no change of price has been made this week on linseed oil, the conditions are little improved, if any, over those of a week ago, but with water routes now open, and with promise of less labor trouble in the States, crushers are hoping for an early improvement in the delivery of flaxseed.

The turpentine situation is still most difficult, and all pine products, likewise, are scarce and high in price. Rosins are very high. No quotable change has been made this week in the turpentine basis.

Putty is moving well for this time of the year, while white lead in oil is active, export orders being filled in addition to those of the local and domestic trade. Mixed paints and varnishes are active and firm, particularly the latter, and there is suggestion of higher prices being justified. Gums are scarce, and delivery of them difficult. Glass supplies, particularly large plates, are very scarce and are being sold at a premium over quoted prices, it is said.

Little Encouragement on Linseed Oil Supply

Toronto.

LINSEED OIL.—Since last week there has been but little improvement in the seed situation, what flax there has come to hand being of limited proportions. This, naturally, has been readily absorbed. Argentine seed is said to be moving Europeward now, and some boats are likely to be available for supplies being sent to America. The movement should be accelerated if strike and longshoremen difficulties are cleared up, and which condition many are longing for. Prices are unchanged at $2.80 for raw oil, single barrel basis.

	Imp. Gal.
Raw—	
1 to 2 barrels	2 80
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 82½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Jobbers' Stocks of Turpentine Light

Montreal.

TURPENTINE.—The immediate outlook for supplies of turpentine is less promising than it was a few weeks ago. Some jobbers have a little and are selling it in lots of five gallons at $3.77 per gallon, while a few are quoting single barrel lots at $3.60 per gallon. The needs are increasing, and unless there is prospect, soon, of securing ample supply, the trade will doubtless suffer.

Turpentine—	Imp. Gal.
Single barrels	3 60
Small lots	3 77

(Packages extra.)

Plate Glass Scarce; Putty is a Seller

Montreal.

PUTTY.—Prices have remained steady and unaltered on putty, and for this season of the year there is a fairly active demand. The difficulties of securing ample stocks of whiting, together with the short supply of linseed oil, have not served to minimize jobbers' troubles.

GLASS.—There is a great scarcity of plate glass, it is stated, particularly for the larger plates. Often these have to be made up by using two sheets. The price of both plate and window glass is tending upwards and jobbers state that they can sell far more than they can get forward from the mills.

	5 ton	1 ton	Less than ton
PUTTY—			
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Big Demands Yet For Corroded Lead

Montreal.

WHITE LEAD IN OIL.—The present movement of white lead in oil is active and demand from outside sources, particularly from England, have served to make conditions particularly brisk, from a trading standpoint. Supplies, for the time being, are adequate, and prices are ruling without change, standard lead selling here at $19.50 per 100 pounds in 5-ton lots, at $20 per 100 pounds in 1-ton lots, and at $20.35 in small quantities.

Paint Makers Busy With Double Shifts

Montreal.

PREPARED PAINTS, VARNISHES.—Very much activity still is reported by paint makers, staffs being kept on production night and day. One of the difficulties has been that of dealers deferring the shipment of their orders to a well forward date, and this has served, in some instances, to cause congestion. Deliveries are being made rapidly, and little cessation from the active operations of the past weeks has been manifest. Prices are steady, with raw materials reported somewhat scarce. The varnish market is very strong, with manufacturers stating that the production cost, as at present figured, is very close to the selling price. Gums are scarce, and with turpentine hard to procure there is no promise of any but a firm market, with advances probable.

TORONTO

TORONTO, April 22.—Fair business continues on paint and commodities, despite the cold weather, which has caused a temporary set-back. Turpentine is showing a sagging tendency and transportation difficulties are blamed for holding the present prices. Linseed oil is also showing weaker tendencies, owing to the decline on the flax market.

Paint is held firmly at unchanged prices. Glass, both window and plate, are very hard to procure. The whiting situation is causing shortages in cold water paints, putty and kindred lines. Methylated spirits are very hard to obtain and cause a shortage of shellac. Collections are good and all are preparing for a heavy season's business.

White Lead in Oil Firm; Holding Unchanged

Toronto.

WHITE LEAD IN OIL continues to hold at a firm price; the demand is fairly heavy. Some are of the opinion that while white lead in oil is high in comparison with pre-war prices, that the present quotations are in line with the higher cost of living.

Prepared Paint Prices Firm; Show no Change

Toronto

PAINT.—Although the recent cold weather has greatly interrupted the movement of paint, manufacturers state that the present sales are much heavier than this season last year. Most of the booked orders are on the merchants' shelves and fair sorting orders are beginning to come in.

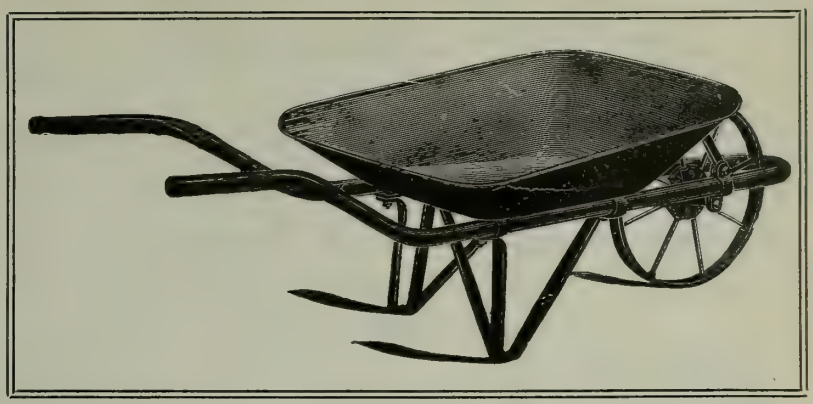
The present quotations are very firm, owing to the advanced cost of raw material, it is stated.

Window and Plate Glass Scarce; Prices Unchanged

Toronto.

GLASS.—The window glass situation

FACTORIES AT:
MEAFORD,
CANADA



MEAFORD CROWN

MONARCH STERLING

PRODUCTS OF CORRECT PATTERNS, STRENGTH & SERVICE

The unquestionable acceptance accorded to Meaford Barrows and Scales is indicated by the fact that, in the face of factory facilities, we can hardly keep pace with the increasing demand for our product from Home and Foreign Trade.

Grateful as we are for this recognition, we hold more precious the necessity of preserving the quality which gives us the prestige.

THE MEAFORD WHEELBARROW CO LIMITED
MADE IN CANADA
MEAFORD
MEAFORD – ONTARIO – CANADA

MEAFORD STEEL PRODUCTS

SUCCESSORS TO
The Meaford Wheelbarrow Co., Ltd.
and London Scale Works

MANUFACTURERS OF

Wheelbarrows, Warehouse Trucks, Road Scrapers, Hay, Coal and Platform Scales

REPRESENTATIVES :

ALEXANDER GIBB,
3 St. Nicholas St., Montreal, Que.

BISSETT & WEBB,
126 Lombard St., Winnipeg, Man.

H. FRANKLIN BAKER,
32 Gt. St. Helens St., London, E.C.

YOUR ORDERS GRATEFULLY APPRECIATED

has shown no improvement and window glass is very hard to procure. It is believed that stocks at present are ample to take care of the present demand, which is not so heavy at this season of the year. Many are wondering what will be the situation when the big demand commences, as it is believed that the factories would accept only small bookings for future delivery.

PLATE GLASS is in great demand, with poor stocks on hand and little prospect of any immediate relief. Prices remain very firm, although no change has recently been made.

Shellac Scarce; Shortage of Methylated Spirits

Toronto.

SHELLAC prices continue to hold steady, although present quotations are firm. Manufacturers state that one of their chief difficulties is in procuring methylated spirits. One jobber stated to HARDWARE AND METAL that it was his belief that manufacturers had fair quantities of shellac gum on hand, but could not procure sufficient methylated spirits to cut it.

At the present time the manufacture of methylated spirits is controlled by the Government, and it is believed that the present demand is much greater than the possible capacity of the stills. Manufacturers state that at present they are only receiving these spirits at about the rate of one barrel out of every 10 ordered.

Low Stocks of Whiting; Firming Price of Putty

Toronto.

PUTTY.—Prices on putty remain unchanged, although present quotations are very firm. English producers have great difficulty securing labor to cut and handle the chalk and are greatly behind in their orders. The demand for whiting is a heavy one, and the scarcity may be more pronounced on account of the small shipments of this commodity made during the war.

The following are the present quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Weaker Tendency Showing on Linseed Oil Market

Toronto.

LINSEED OIL.—Present stocks of linseed oil are very slim and little seed is available. The present price tendency is for lower quotations, due to the sagging condition of the flax market. It may be that lower prices will be made in the near future, although some are of the opinion that high prices will be charged throughout the season.

The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Turpentine Prices Hold; Weaker Tendency Noted

Toronto.

TURPENTINE.—Local stocks of turpentine are almost exhausted. Importers are of the opinion that lower prices will soon be made, and it is believed that the transportation difficulties are in a large measure responsible for the present high quotations.

The following prices are current:

1 barrel lots	....	3 80
2 to 4 barrel lots	....	3 79
5 gal. lots	....	3 95

Had Enough Daylight Saving

Some Western Ontario Cities Do Not Favor Change of Time

Windsor, Ont.—In all probability Windsor clocks will not be advanced in accordance with the daylight saving scheme. Personally Mayor Winter is in favor of the extra hour, but the majority in the community is against the plan. The chief opposition is the fact that too much confusion would result were there an hour's difference between Windsor and Detroit clocks.

* * *

Chatham.—There will be no daylight saving in Chatham this year. At a meeting of the City Council Mayor Brisco asked for a vote on the question, and only two aldermen voted in favor of it. At the last municipal election the ratepayers carried a daylight saving referendum, but since then the railways have declined to adopt the measure and the Council believes public opinion has changed on the question in Chatham.

* * *

London, Ont. — As a result of the quashing of the daylight savings by-law here last Summer, no one has to the present had the temerity to suggest the adoption of "fast time" in this city for this season. The City Council will make no move unless pressure is brought to bear by a large percentage of the ratepayers.

* * *

Hamilton, Ont.—There is no chance of Hamilton adopting daylight saving this year. Objection on the part of Labor, now strongly represented in the City Council, is the reason.

ENORMOUS DEMAND FOR MOTOR GASOLINE

Consumption is Increasing at a Much Greater Ratio Than Production

New York.—During the ten months ending January of this year, Canada imported from the United States petroleum valued at over $22,000,000. Motor gasoline—over four million gallons—valued at $1,106,000, was included in this total. Obviously, therefore, the present situation existing in the oil industry in the United States and more particularly in that portion of it having to do with the production of gasoline, is of some interest to Canadians.

The last ten years have seen an enormous increase in the demand for petroleum products. This increased demand has been felt in all phases of the oil-refining industry, especially in the fuel, illuminating and lubricating oil branches. The biggest increase of all, however, has been in the demand for motor gasoline, which has been caused by the tremendously rapid growth in the use of the automobile. The number of cars and trucks in service increased about 1,700 per cent. from 1909 to 1918. The production of gasoline to meet this demand increased from 13,000,000 barrels in 1900 to 85,000,000 in 1918, a gain of about 560 per cent. During the same period the production of crude oil in the United States increased only 95 per cent.

Big Motor Car Demand

It will be noted that the demand for gasoline, represented by the number of automobiles and trucks in use, has increased a great deal more than the production of gasoline and 17 times as much as the increase in the production of crude oil supplies. This increase in demand has been partly offset by the fact that the use of gasoline as a solvent and for cleaning has increased only a little in ten years, so that most of the increase in production has gone to meet motor car demand.

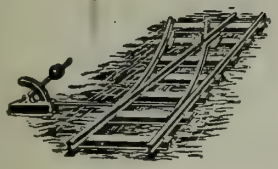
Far more gasoline proportionately was obtained from the domestic crude produced in 1918 than in 1909. This increase has been made by a number of methods, among them, the production of gasoline from imported crude oil and from natural gas, and by "cracking" fuel oils. But the principal one has been the taking of a larger proportion of gasoline from the crude. This gasoline has consequently a lower volatibility and this fact is the cause of the complaints heard in recent years as to the quality of the gasoline.

G. A. Binns, hardware merchant of Newmarket, Ont., made a business trip to Toronto this week.

Fred B. Smith, of the Smith Hardware, Belleville, and O. Chown, of E. Chown & Son, Kingston, were visitors in Toronto this week, attending a committee meeting of the Ontario Retail Hardware Dealers' Association.

G R

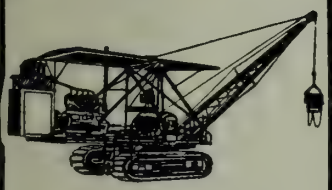
MINISTRY OF MUNITIONS

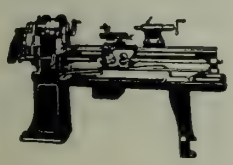


THE DISPOSAL BOARD
HAVE

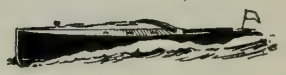
STOCKS

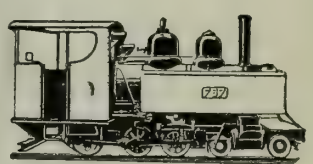
LYING IN THE UNITED KINGDOM
and
AVAILABLE FOR EXPORT
of
ENGINEERING STORES

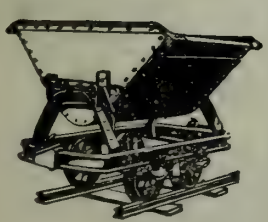


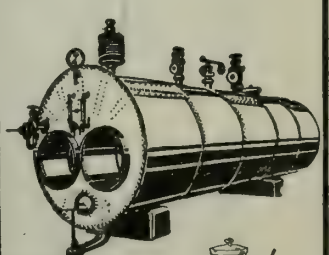


Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.



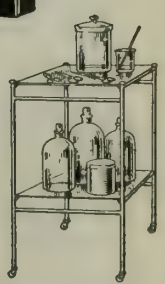






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk.	Lesmok	Smkless.
BB Caps	.....	.....	$ 7 00
22 Short	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz.	$17 50
No. 2, doz.	20 00
No. 3, doz.	22 50
No. 4, doz.	24 50
No. 5, doz.	27 00
No. 6, doz.	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	6.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	....
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter. 10%.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base	0 45

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

Paris plaster, five-barrel lots, $4: single barrel, $4.50. F.O.B. Toronto.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen: No. 0, $22.80: No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen: No. 0, $24.50: No. 1, $30.60; No. 2, $36.75: No. 3 $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each........ 1 60
Lookout 2 00
Sleepmeter 2 15

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	Doz.
18—100 ft. lengths	$7 20
18— 50 ft. lengths	4 00
19—100 ft. lengths	6 10
19— 50 ft. lengths	3 55

F.o.b. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 8 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	$34 80
2 ft. 10 in., doz.	35.40
3 ft. x 7, doz.	36.00

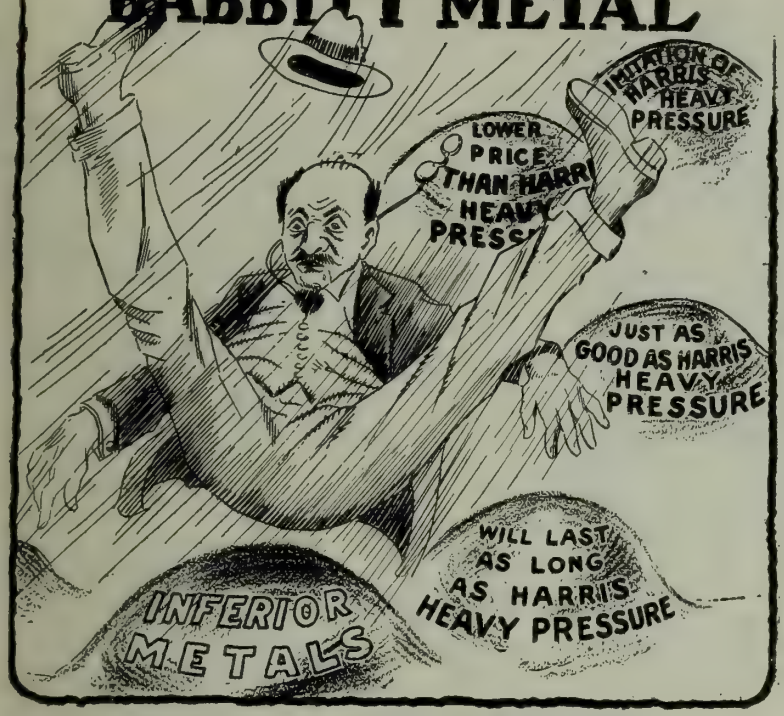
F.o.b. Toronto.

DRILLS—

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.9[illegible]
⅜	.90	27/32	2 [illegible]
13/32	.95	⅞	2 10

DON'T BUMP THE BUMPS
USE HARRIS HEAVY PRESSURE BABBITT METAL



DEPENDABILITY
IS OUR MOTTO

and Our Specials are

LEAD PIPE
SHEET LEAD
BABBITT METAL

SOLDER *and all* INGOT METALS

We can quote interesting prices.

THE CANADA METAL CO.
TORONTO LIMITED
HAMILTON MONTREAL WINNIPEG VANCOUVER

Are There Factories In Your Town?

Factory workmen are the best of all prospects for bicycles.

If there are factories in your town—particularly if there are any located near you—it will pay you to canvass the men or in some other way show them what a bicycle can do for them.

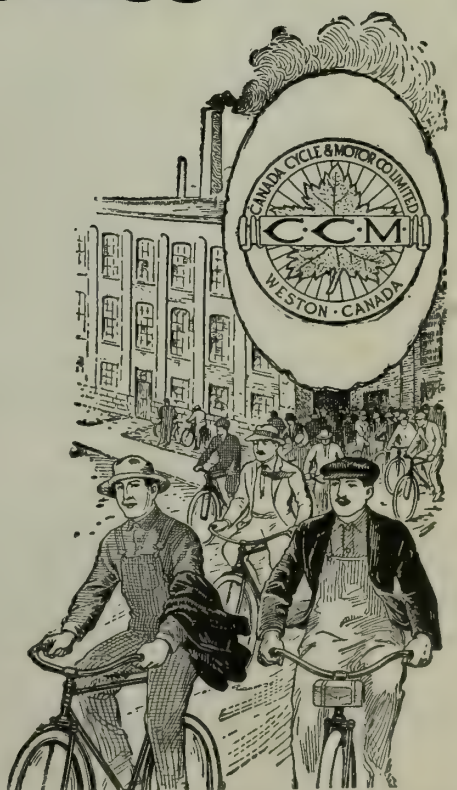
Skilled workmen admire and appreciate the skilled workmanship that their trained eyes can see is put into

C·C·M· Bicycles

Therefore, it is easy to sell them any one of these famous lines:—

CLEVELAND—COLUMBIA—RED BIRD—MASSEY—PERFECT—GENDRON—IVANHOE

Timely dealer helps to hang beside the factory time clocks in your locality. These cards read: "How much time have you lost by having to walk?" How many shall we send you?



The Canada Cycle & Motor Company, Limited
Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer......	50
Kearney & Foot, Arcade....	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	30
Black Diamond	30
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 17½%; cast bushings, 17½%; unions, 32½%; flanged unions, 2½%; pound goods, add 25%; plugs, 15% off list; couplings, 4-in. and under, 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 65	0 80
B	0 28	0 38
C	0 19	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under....	60%	..
4½-in. and larger ...	50%	....

4- in. and under, running thread, 30%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Bi-Treadle, each 7 00
F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in. $24 00
Do., 9-16 in. 36 00
Jute, 7-16 in. 18 60
Do., 9-16 in. 31 80

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 20%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	14 00
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.......	$4 90	$6 75
No. 3, per doz.......	5 00	7 00
No. 4, per doz.......	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c.	No. 1 and smaller
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0. 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 1 50
Sad irons, common, plain, 3, 4 and 5 lbs............ 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Canadian Beauty Electric Irons—New Style, each 5 44
Hotpoint Domestic Electric Irons, each 5 25
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only......	0 38
Shelf Lock, 4 to 8 ft. only..	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.........	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A......	18 00
New Century, style B......	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A ..	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand......	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.00
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net

Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete....... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
F.o.b. Toronto, Guelph. London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Toronto, Hamilton, Milton, $5.75 base.

F.o.b. Montreal, $5.85 base.

Freight equalised on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur Fort William, $6.00 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box. Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

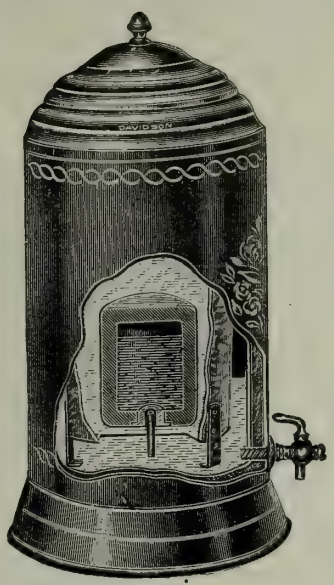
Montreal, $6.35; London, $7 base; Toronto, $6.75.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton $11.75.

Davidson's Japanned Water Coolers

This is the merchants' season. Soon your customers will be in search of handsomely decorated, Japanned Water Coolers with nickel-plated faucets.



Stock them now and be prepared for the summer sales when coolers are in demand for every office, store, workshop, summer hotel and club.

These Coolers are made in six sizes, as follows:—
Gallons: 2-3-4-6-10-16

The Thomas Davidson Mfg. Company, Limited

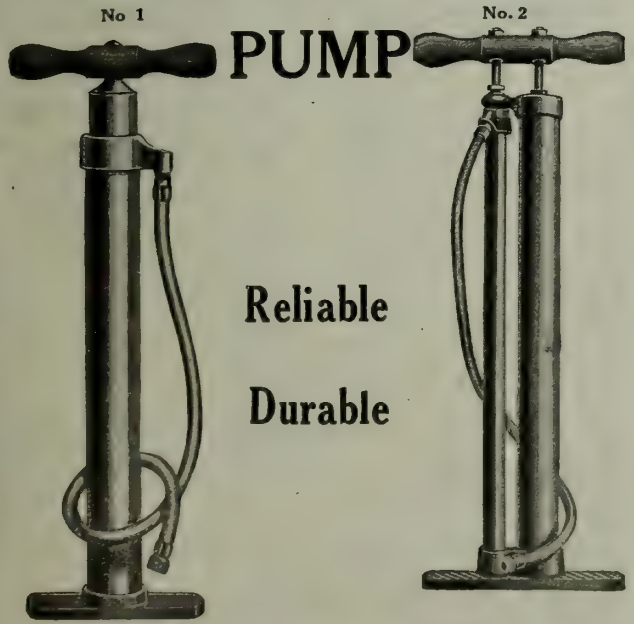
Head Office, 187 DeLisle Street

Toronto MONTREAL Winnipeg

Insist on Getting a

TALLMAN TIRE PUMP

No 1 No. 2



Reliable

Durable

Tallman Brass & Metal Limited

HAMILTON, ONT.

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6 inch, 8-inch and 10-inch size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber Can Supply

Trimont Mfg. Company

Roxbury (Boston,) Mass., U.S.A.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	6⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20
Black oil (winter)	0 20½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Standard gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 16
Fuel oil tank cars, net	0 14

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$23 00
2-lb. pkgs., gross	44 00
In barrels, 250 lbs., lb.	0 13
Barrels of 5 lbs. cotton bags lb.	0 14
In kegs, 125 lbs., lb.	0 15
In 50-lb. boxes, lb.	0 17
In 25-lb. boxes, lb.	0 18

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1 ply	$2 25
Everlastic, 2 ply	2 65
Everlastic, 3 ply	3 05
Panamoid, 1 ply	2 15
Panamoid, 2 ply	2 50
Panamoid, 3 ply	2 90
Red Star Ready Roofing, 2-ply	2 10
Do., 3-ply	2 50
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$7 25	$0 80
10 lb.	9 75	0 30
240 lb.	16 50	0 50
600 lb.	37 00	1 00
1200 lb.	46 00	1 00
2000 lb.	65 00	1 00
2000 lb. Drop lever	74 00	1 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	30

Reduces Cost of Production

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls, can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities, is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Beatty Bros. Limited Bulletin

BT Ladders Well Braced

Mr. O. B. Brown is one of four District Sales Managers at Ontario Branch.

He has been connected with Beatty Bros., Limited, for twelve years; has had several years' experience as a salesman and is well known in Ontario.

Where is a Ladder most likely to break? Probably more ladders are ruined by the riser breaking off below the bottom step than from any other cause.

To prevent this, the BT Iron Bound Steo Ladder has two braces under the bottom step to take the strain.

This is just one instance of strong design and careful manufacture. The top is galvanized steel—20 gauge. Nails cannot pull out and the top will never break.

Each step is supported by a ¼-inch steel rod. All sizes—except 4-foot are provided with a pail tray.

A good ladder lasts a lifetime.

Your customers will appreciate the "Iron Bound."

BEATTY BROS., LIMITED

Winnipeg, Man.	Fergus, Ont.	Montreal, Que.
Edmonton, Alta.	London, Ont.	St. John, N.B.
Vancouver, B.C.	London, Eng., 16 Holborn Viaduct.	

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel	$17 25
Golden Clipper	18 20
Little Giant	19 25
Bush	17 75

SNATHS Doz.

00 Patent	$14 00
1 loop	13 50
2 loops	13 00
3 loops	11 85

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga.	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M. $12 50

STANDS, WASHTUB—

Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)

Kegs 7 10

STOVES

Oil Burning Cooking List each

Perfection No. 32, 2-burner	$25 00
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	5 00
Detroit Glass Front Oven, No. 85, each, net	....

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS Discount

Wire Tacks	70%
Revised Hardware Tack List adopted Jan. 30, 1920	70%
Double-pointed tacks	65-10%
Shoe findings list adopted Dec. 15, 1919	Net list
List of Capped Goods adopted Jan. 1, 1916	70%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 44
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round: Size in girth. Per 100 ft.

8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	3 50
Jump, No. 1	3 70
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	1 00
Cones, 3-ply, lb.	0 96
Do., 4-ply, lb.	....

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	34%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	32%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, standard	Net list
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	5-9%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	net list
Gate Valves	5 and 2½%
Regrinding Valves	add 5%
Swing Check Valves	add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.

F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs., list prices per 100 lbs.—¼ in., $28.00; 5-16 in., $24.40; ⅜ in., $22.80; 7-16 in., $21.00; ½ in., $19.60; 9-16 in., $18.80; ⅝ in., $18.60; 11-16 in., $18.40; ¾ in., $18.20; 13-16 in., $18.00; 1 1-16 in., 1⅛ in., 1¼ in. $18.00; 1 1-1½ in., 1⅛ in., 1¼ in. 1 5-16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in. [illegible] in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5.00	$4.20	$5.00
Section, ½ lb., per 100 lbs.	5.00	4.75	4.75
Solid, 3 to 30 lbs., per cwt.	3 25	3.50	3.10-4.00

WHEELBARROWS

Navvy, steel wheel, doz.	$81 00
Garden Steel, doz.	72 00
Light Garden, doz.	88 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base	5 75
Bright base	5 75

Galvanized price on application.

Coil spring on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18	$9 00
No. 19	9 50

Fine wire, list plus 30%.

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151	92 80
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB	154 00
Challenge, No. 311E	100 30
Warranty	120 80
Bicycle	109 30
Safety	108 50
Eze	99 80
Rapid	90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

TONCAN METAL

Makes Customers for You

The sheet metal dealer who can make his customers and prospects feel that anything that comes from his establishment is of high quality and dependable is certainly placing himself in a most desirable position.

Toncan Metal is a sheet metal which will add to your reputation because it is made to resist rust and lasts much longer than ordinary sheet metal. When you recommend Toncan Metal and your customer finds through experience that it does give exceptionally long service you will have established in his mind such confidence that his continued business is assured.

Galvanized, Fabricated and Stocked in Canada

For the convenience of dealers throughout the Dominion Toncan Metal Sheets are galvanized and carried in stock in Canada. Further, the usual building accessories such as Eaves Trough, Conductor Pipe, Roofing, Siding, Shingles, Ventilators, Metal Lathe, Rib Fabric and Reinforcing Plates are fabricated and distributed from convenient points. Use Toncan Metal as a leader to build permanent business.

Galvanized in Canada and sold in flat sheet form only by

Dominion Sheet Metal Corporation, Ltd.
Hamilton, Ont.

Fabricated in Canada and formed products sold by

THE PEDLAR PEOPLE, LTD.
Executive office and Factories, Oshawa, Ont.

Branches: Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver

The Stark Rolling Mill Company, Canton, Ohio, Sole Makers of Toncan Metal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-25
Chrome yellow	25-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	30-32
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE	Per lb.
English sheet	0 35-0 40
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 65
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 90
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 95
91 to 95	....	49 90
96 to 100	....	63 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $22.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.) $14 00
Smaller lots (cwt.) 15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1 .. $1.55-$2.15
Banana oil, gal. 4.50- 7.00

F.o.b. Montreal, Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 10

Carbosota Liquid Creosote—

Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs. $12 00
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	[illegible]
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

Stove pipe, ½ pts.— Per doz

B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	3 7[illegible]
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 [illegible]
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 [illegible]
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 96
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing $0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 75
Gilders, bolted, in bbls. $3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

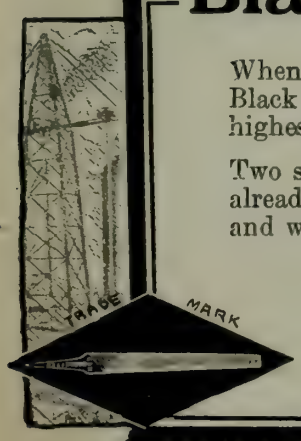
S

BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS
DON ROADWAY **TORONTO**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga, $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	65 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 17c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe ....Discount 50%
Nicholson Gen. ....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED	Apollo and Premier "Fleur de Lis"
10¾-oz. or 28 Eng.	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set $2 00
Mrs. Pott's No. 50, set 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

5% off list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.66.

LEAD WASTE, $17.46, lb. tins.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.15 base; Winnipeg, $6.75. Cut. f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$18 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 66c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil, 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 10
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in.	$6 50	$8 50	$.....	$
¼ in.	4 92	7 05	5 67	8 01
⅜ in.	4 92	7 05	5 81	8 15
½ in.	6 55	8 12	7 74	9 45
¾ in.	8 05	10 18	9 59	11 84
1 in.	11 90	15 05	14 18	17 55
1¼ in.	16 10	20 36	19 17	23 76
1½ in.	19 25	24 34	22 91	28 40
2 in.	25 90	32 75	30 83	38 25
2½ in.	40 95	51 77	50 00	62 00
3 in.	53 55	67 70	65 39	81 09
3½ in.	68 08	85 10	82 65	101 75
4 in.	80 66	100 83	98 10	120 51
4½ in.	.....	.....	114 30	141 84
5 in.	.....	.....	138 19	165 38
6 in.	.....	.....	172 89	214 58

PLASTER PARIS, per bbl....$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

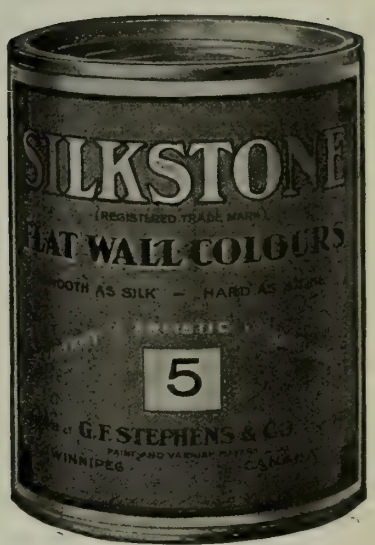
"The World is Painting Buy Early"

Stephens'

REGISTERED TRADE MARK

Every indication points to the imperative necessity of early buying. Reports from domestic sources and abroad show the certainty of extensive painting throughout the Dominion and the world.

The great revival of building and the completion of vast plans interrupted by the war are but a part of the forces now acting to create a remarkable season for paints and varnishes. Order early.



Ask about a Stephens Agency
It's a paying proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar— Doz.

4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20

Liquid Veneer—

4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34

Bon Ton—

¼-pints	1 85
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 80-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 83c; ¼ in. and up, 82c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell).

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES— Doz.

Bramble	$....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb

Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary list plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3-16 in.	$17 80	$18 30
¼ in.	15 65	16 15
5-16 in.	14 70	15 15
⅜ in.	13 60	14 10
7-16 in.	12 75	13 25
½ in.	12 25	12 75
9-16 in.	12 15	12 65
⅝ in.	12 05	12 55
¾ in.	11 90	12 40
⅞ in.	11 80	12 30
1 in.	11 80	12 30
1⅛ in.	11 80	12 30
1¼ in.	12 05	12 55
1⅜ in.	12 05	12 55
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No 12, $6.70.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.50 Winnipeg, $7.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 15

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	.....
16 inch	.. .
18 inch	..

WRENCHES — PIPE

Stillson—

6 inch	$1 25
8 inch	1 40
10 inch	1 56
14 inch	2 20
18 inch	3 12
24 inch	4 55
36 inch	8 44

Trimo—

10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P
No. 1	$8 70	$9 50
No. 2	12 00	12 90

When writing to Advertisers kindly mention this paper

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

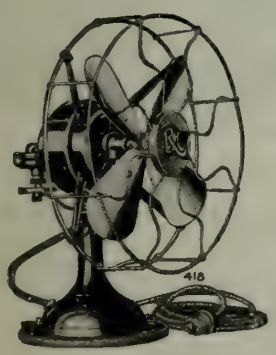
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



ROBBINS & MYERS

OSCILLATING NON-OSCILLATING AND CEILING FANS

FOR RELIABILITY AND LONG LIFE

Robbins & Myers fans cannot be surpassed. Every fan is guaranteed by the manufacturer, so you take no chances when you recommend them to your customers.

Made of drawn steel, the frames are stronger than cast iron frames, which are more than twice as heavy.

Quiet in operation, they are as nearly noiseless as a fan can be made. They are ideal for the home, office, hospital, or any place where silent operation is desirable.

Write for 1920 prospectus and book of sales helps.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for team Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

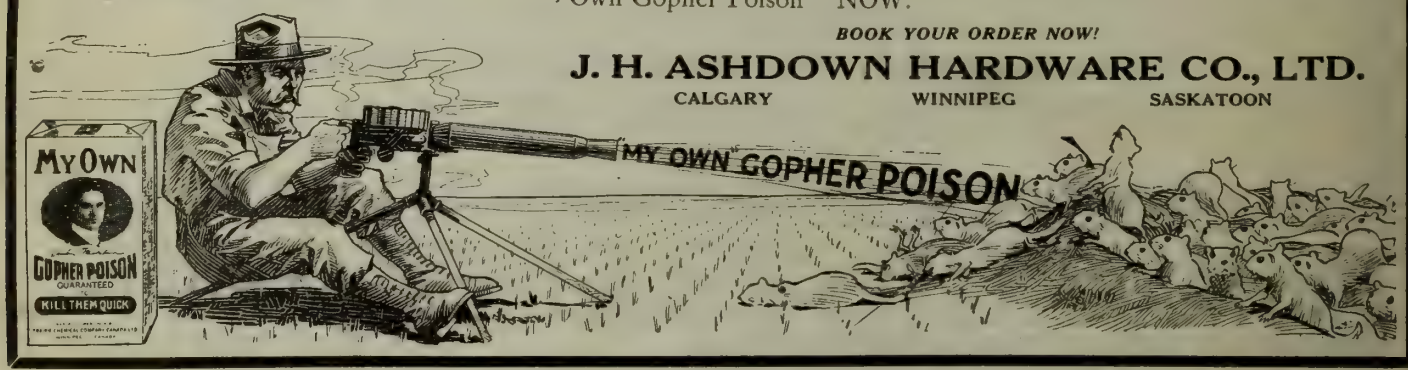
Dealers !

A little pep ! A little push ! A little poison and your customers will be free from the gopher menace. Order "My Own Gopher Poison" NOW.

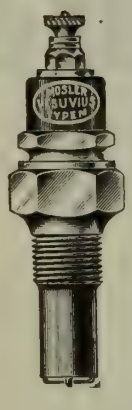
BOOK YOUR ORDER NOW!

J. H. ASHDOWN HARDWARE CO., LTD.

CALGARY WINNIPEG SASKATOON



MEHASCO



MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

Make Your Own Sodering Liquid

Send for a 1 lb. bottle of ALLEN NON-ACID SODERING SALTS—and made your own sodering liquid as you need it, by adding water. A little makes a lot. Best sodering flux you ever used.

BISSETT & WEBB
126 Lombard Street Winnipeg, Canada

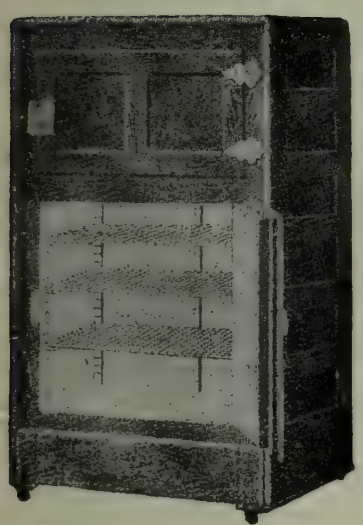
Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

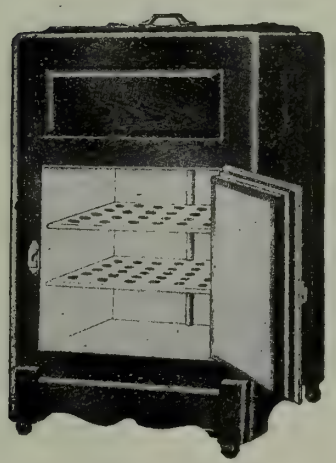
Seasonable Goods For Summer Sales



"Winnipeg" No. 316.
Porcelain Lining.

	Width	Dep.	Hght.
Outside case, in.....	29½	21¾	56
Prov. chamber, in...	24	16	23½
Ice chamber, in.....	24	16	18

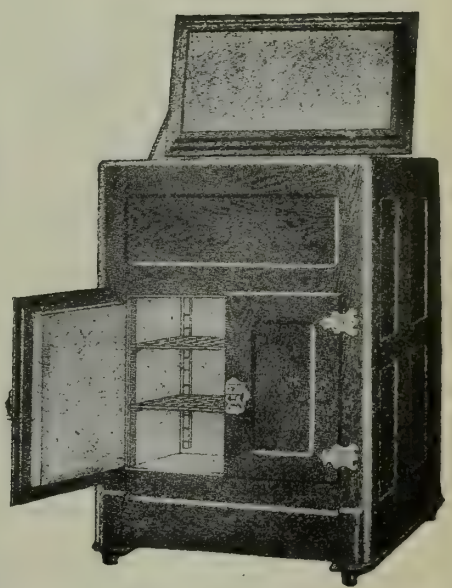
Weight, 255 pounds.



"Prairie City" No. 102
White Enamel Lining

	Width	Dep.	Hght.
Outside case, in.....	25½	18¼	42½
Prov. chamber, in...	21	13½	16
Ice chamber, in.....	21	13	13

Weight, 120 pounds



"Garry" No. 207
White Enamel Lining

	Width	Dep.	Hght.
Outside case, in.....	33¼	20¾	46
Prov. chamber, in...	28	15	19½
Ice chamber, in.....	28	15	14

Weight, 200 pounds

The dealer well stocked with seasonable lines captures the bulk of the trade. Not only should his lines be seasonable, but they must possess a favorable quality-reputation to merit the confidence of his customers.

Our various warehouses and convenient distributing points enables the Western dealer to keep his stock seasonable and the quality of the products we handle are all that could be desired.

Here are illustrated three lines of "Diamond A" Refrigerators — the "Prairie City," the "Winnipeg," and the "Garry." These refrigerators are all well made of seasoned kiln-dried ash or hardwood, attractively finished, have the best of nickel-plated trimmings, adjustable shelves, white enamel or porcelain linings, metal ice racks, automatic self-cleaning syphon traps, removable drip pipes, self-retaining casters, etc.

Sold at popular prices and in a variety of sizes

Write to-day for descriptive literature and prices.

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Norman MacDonald, Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alabastine
The Alabastine Co., Paris, Ont.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Aluminum Ware Mfg. Co., Oakville, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arbors
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Arsenate, Lead
The Beckley-Ralston Co., Chicago, Ill.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Motor Products Ltd., Winnipeg, Man.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
The Royal Canadian Specialties, Hamilton, Ont.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
J. D. Adshead Co., Winnipeg.
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Edgar C Guthard Co., Chicago, Ill.
Gutta Percha & Rubber Ltd., Toronto.
Robert H. Hassler, Ltd., Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Sam. B. Lane Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The Prentiss Wabers Stove Co, Grand Rapids, Wis.
The F. E. Partridge Rubber Co., Guelph, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
The Standex Corporation, Chicago, Ill.
The Stanwood Equipment Co., Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Northern Electric Co., Ltd., Montreal.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Bars and Racks, Clothes
Otterville Mfg. Co., Ltd., Otterville, Ont.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Baseball Bats
St. Marys Wood Specialty Co., St Marys, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Mfg. Co., Ltd., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belt Dressing
Commercial Oil Co., Ltd., Hamilton.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Can. Consolidated Rubber Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
The United Brassfounders, Ltd., Manchester, Eng.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cortland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

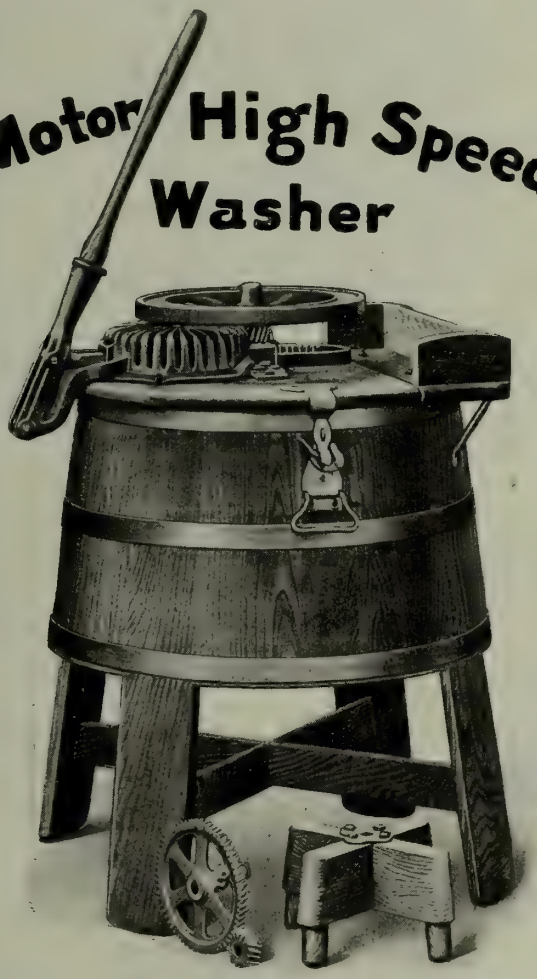
Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Turnover and Profits

Increase your turnover and increase your profits. This applies whether your business is large or small.

Display the GENUINE MUSKEGON Line of Washing Machines.
They Sell on Sight — Are Profitable to Sell
Made of Louisiana Red Cypress—"The Wood Eternal"

Motor High Speed Washer



The Muskegon Line consists of

The Muskegon Electric
32 Volt D.C. or 110 Volt A.C.
The Muskegon Gasoline
The Vacuum Turbine
The Sovereign Power
AND
The Motor High-Speed

Say: NO
To All Substitutes
Insist on the Genuine

The tub is made of Red Louisiana Cypress — "the wood eternal"—which thrives in water. It is pure, sanitary, odorless; corrugated on the interior—which aids the washing process.

The finish is like that of a fine piece of furniture; handsome—lasting. The hoops are gold bronze. The gear case, fly wheel and other metal parts are aluminized. The machine is mounted on four casters. There is a metal faucet to drain off the water. The cover is easy to lift; there is a dependable, secure cover lock that holds the lid tight and prevents escape of steam and heat.

Stock this line of Washing Machines as an active force to speed up your turnover.

ORDER NOW

"To Delay a Necessary Purchase is to Lose Money"

Service **WOOD, VALLANCE LIMITED** Satisfaction

WOOD, ALEXANDER & JAMES
HAMILTON and TORONTO, ONT.

WOOD, VALLANCE & LEGGAT, Limited
VANCOUVER, B.C.

Wholesale Hardware, Sporting Goods
Stoves and Motor Car Supplies
WINNIPEG - MAN.

WOOD, VALLANCE & ADAMS, Limited
CALGARY, ALBERTA

WOOD, VALLANCE HARDWARE CO., Ltd.
NELSON, B.C.

THE BUYERS' GUIDE

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Barrels, Steel
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.
Edgar C Guthard Co., Chicago, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Brake Shoes for Ford Cars, Lined and Unlined
Adamson Mfg. Co., Hamilton, Ont.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Mfg. Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.
A. E. Bregent, Ltd., Montreal, Que.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Economy Foundry Co., Ltd., Portage la Prairie, Man.
National Mfg., Co., Sterling, Ill.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Canoes and Boats
Peterborough Canoe Co., Lt., Peterborough, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
The Otterville Mfg. Co., Ltd., Otterville, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.
Norman MacDonald, Toronto.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.

Castor Oil
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Montreal, Que.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Centre Keys or Drifts
Whitman & Barnes Mfg. Co., St. Catharines.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chairs for Automobile, Camp and Boat
The Otterville Mfg. Co., Ltd., Otterville, Ont.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Closets
Wakyte Mfg. Co., Winnipeg, Man.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Bars and Racks
Otterville Mfg. Co., Ltd., Otterville, Ont.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
The Barton Gillette Co., London, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
Albert Martin & Co., London, Eng.

Closets, Sanitary, Chemical
The Wakyte Mfg. Co., Winnipeg

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Coleman Fare Box Co., Ltd., Toronto.
Dowswell, Lees Co., Ltd., Hamilton, Can.

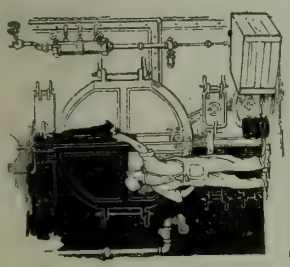
Clothes Lines
The Coleman Fare Box Co., Ltd., Toronto.

Barrett Roofings, Cements Industrial Paints etc.

ANY Product bearing the name of "Barrett" is first of all a quality article. It is also a fast seller because it insures customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.

Everjet Elastic Carbon Paint



This high quality, moderately priced, protective carbon paint has the same base as the famous Barrett Specification Pitch. It is positively proof against weather, steam vapors, acids and alkalies. It can be used on either metal or wood and wears stubbornly under the most severe conditions.

Although Everjet Paint has been on the market less than ten years it is used extensively by railroads and large industrial concerns all over the Dominion.

It is particularly recommended for exposed metal surfaces such as machinery, farm implements, tin roofs, smokestacks, etc., as it gives perfect protection against rust—the greatest destroyer of metal.

Easy to apply and comes ready for use in the following sized containers: Barrels (about 40 gals.); ½ Barrels; 5 and 10-gal. cans and 1-gal. cans, Lithographed (cases of one dozen).

There is a big field for Everjet Paint in every community. You can recommend it to your customers with the utmost confidence.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market. Low in price—high in quality—long in service—easy to lay—thoroughly waterproof. Comes in three weights, light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 square feet. Nails and cement packed with each roll.

Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out felt and "Rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing at very small cost.

Put up in all sized packages from 1-pint cans to barrels of 40-gallons.

Elastigum Plastic Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Elastic Cement of a Thousand Uses."

Unequalled for patching holes in roofs, repairing flashings and gutters, stuffing cornices, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case); 25-lb. packages; 1-lb. packages; ½ barrels of about 300 lbs., and barrels of about 600 lbs.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

An inexpensive and effective destroyer of flies, lice and vermin on livestock and poultry. Its use means healthier horses, fatter hogs and increasd production of milk and eggs.

Creonoid is a sure and fast seller in every progressive farming community.

Comes in 1-gallon cans (12 to the case); 5 and 10-gallon cans; ½-barrels and barrels.

ST. JOHN, N. B. HALIFAX, N. S.
SYDNEY, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO
WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Chutes
The Economy Foundry Co., Ltd., Winnipeg, Man.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coopers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Edward E. Johnson, Inc., St. Paul, Minn.

Coupling, Steel Rod
Edward E. Johnson, Inc., St. Paul, Minn.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Creasers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Crowbars
B. J. Coughlin & Co., Montreal

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. McFarlane & Co., Limited, Montreal Que.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.

Cutters
Butterfield & Co., Inc., Rock Island, Que
The Rapid Tool & Machine Co., Ltd., Montreal
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cut-outs for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Bowden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
North American Hardware Co., Ltd., Montreal,
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd, Hamilton.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.
Fisher Wilkie Co, Ltd., Sandwich, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co. Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd., Hamilton, Ont.

Evaporators
Steel Trough & Machine Co., Ltd., Tweed, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farriers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Campbell Agencies, Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
The Phenix Mfg. Co., Milwaukee, Wis.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Montreal, Que.
D. J. Ladd & Co., Winnipeg.
Alex McArthur & Co., Montreal, Que.

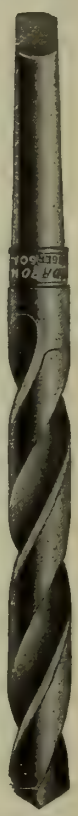
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

Morrow

High Speed and Carbon Twist Drills



Reduce Production Cost

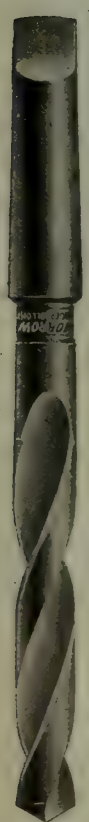
To the user Morrow Drills reduce production cost because they cut faster and drill more holes with less regrinding; they duplicate the most exacting work with accuracy.

Made from hammered steel bars, "Morrow tempered," and searchingly inspected and tested, Morrow Drills always make good. These efficient drills are made with a graduated thickness of web providing strength just where it is needed.

Your customers for High-Speed Drills want economical production. They may have our experts call and demonstrate these reliable drills on difficult work, if they so desire.

Don't overlook the Morrow Carbon Drills—made from Sheffield (England) steel.

Morrow Drills have selling points that make sales and convincing features that hold trade.



John Morrow Screw & Nut Company, Limited

Ingersoll *London, England—7 Hop Exchange, Southwark St., S.E. 1* **Canada**

Oldest, largest, best equipped plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts.

"Sole Distributors for the Ingersoll File Company's Files"

TRY YOUR JOBBER FIRST

THE BUYERS' GUIDE

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatters
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
Royal Canadian Specialties, Hamilton, Ont.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Fullers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Record Fdry. & Machine Co., Ltd., Moncton, N.B.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Metal Shingle & Siding Co., Ltd., Preston, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Richards-Wilcox Canadian Co., London, Ont.
The Stanley Works, New Britain, Conn.

Garages
Metal Shingle & Siding Co., Ltd., Preston, Ont.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Ltd., Toronto.
B. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stevens & Co., Ltd., Winnipeg.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Flake
W. Harris & Co., Toronto.

Glue, White
W. Harris & Co., Toronto.

Glue, Sheet and Ground
W. Harris & Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Prairie Chemical Co. of Canada, Ltd., Winnipeg.

Governor, Speed and Line Shafts
Cedar Rapids Foundry & Machine Co., Cedar Rapids, Iowa.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
The American Grinder Mfg. Co., Milwaukee, Wis.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Gum, Repair
Adamson Mfg. Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Lewis Bros., Ltd., Montreal.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Victor Saw Works, Ltd., Hamilton, Ont.

Don't make your windows look like a rummage sale--

It is the advertised feature that draws a crowd--

A display of Pyrex in your window will stop a woman quicker than a new spring bonnet.

PYREX

TRANSPARENT OVEN DISHES

Sell on Sight

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted **PYREX** for their standard insets.

Jobbers handling housewares have complete stocks of **PYREX.**

Genuine **PYREX** is guaranteed by the name stamped in every piece.

A booklet, "How to Sell More," will be posted to buyers and salespeople free on request.

Pyrex Sales Division

CORNING GLASS WORKS

World's Largest Makers of Technical Glass

559 Tioga Avenue, Corning, N. Y.

THE BUYERS' GUIDE

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hammers, Box Openers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Taps
Wells Bros. of Canada, Galt.

Hardies
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Hawks
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.
North American Hardware Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Williams & Wilson, Ltd., Montreal, Que.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
National Mfg. Co., Sterling, Ill.

Hockey Sticks
The Hilborn Co., Ltd., Ayr, Ont.
J. H. Still Mfg. Co., St. Thomas
St. Marys Wood Specialty Co., St. Marys, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Ironing Boards and Tables
Otterville Mfg. Co., Ltd., Otterville, Ont.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto,

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.
Otterville Mfg. Co., Ltd., Otterville, Ont.

Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

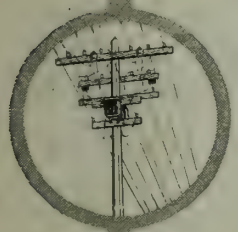
Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.

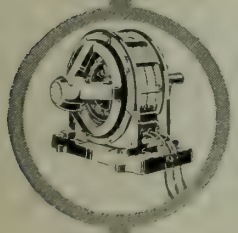
Lamps, Portable, Electric
McDonald & Wilson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

C·G·E·

WIRES AND CABLES.

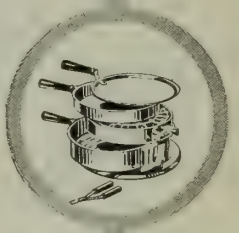




The uses of C. G. E. Wires and Cables are legion. Wherever electricity can be used there will be found a need for one or more types. No matter how large or how small the job may be, C. G. E. can "Wire" it.

C. G. E. Canadian Black Core Rubber Covered Wires are a product of a Canadian factory. All that years of experience in wire manufacturing can do to enable us to offer our customers PERFECT wire has been embodied in C. G. E. Wires and Cables. It is a guarantee of quality to be able to say that "it is wired with C. G. E. products."

We carry complete stocks of Wires and Cables at our Nineteen Sales Branches from Coast to Coast. Moreover, we have at your disposal experienced Engineers who are ready and willing to co-operate with Architects, Electrical Dealers and Contractors, Electrical Engineers and Central Station Officials for the purpose of rendering service to our customers.



Canadian General Electric Co., Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver, and Victoria.

THE BUYERS' GUIDE

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago, Ill.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright Co., Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lath
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Leather
Plewes Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machinists
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Machinery Supplies
Williams & Wilson, Ltd., Montreal, Que.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Mandrils
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Manufacturers' Agents
Cadman & Co., Winnipeg, Man.
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mats, Flexible
The Port Hope Mat & Mfg. Co., Port Hope, Ont.

Moulds
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Measures, Copper Plated
Wentworth Mfg. Co., Ltd., Hamilton, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metallic Ceilings, Walls, Roofing, Skylights, Siding, Cornices, Ventilators, Valley Windows, Doors, etc.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
North American Hardware Co., Ltd., Montreal, Q.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Western Wire & Nail Co., London, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Neatsfoot Oil
W. Harris & Co., Toronto.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil, Neatsfoot
W. Harris & Co., Toronto.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
The McClary Mfg. Co., London, Ont.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products Co. of Can., Ltd., Toronto.
E. T. Wright & Co., Ltd., Hamilton, Ont.

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

TRADE MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desired

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

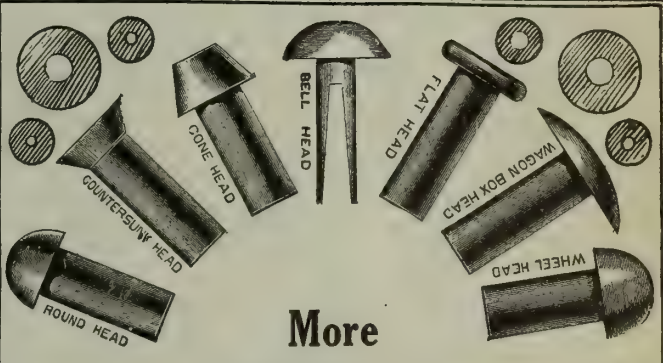
For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited

37 St. Antoine Street

Montreal



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

THE BUYERS' GUIDE

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Corkage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.
The Musical Merchandise Sales Co., Toronto.
Stewart Phonograph Corporation Ltd., Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rings
The Bird Ring Sales Co., Winnipeg, Man.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Cavenhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conducter
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.
Otterville Mfg. Co., Otterville, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Planes
Cavenhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Saunders & Co., Montreal, Que.
Sadinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jos. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Lyman Tube & Supply Co., Montreal.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Otterville Mfg. Co., Otterville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
Steel Trough & Machine Co., Ltd., Tweed, Ont.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators for Ford Cars
The Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

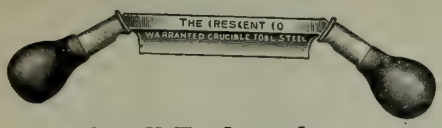
Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Cavenhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.
Whitman & Barnes Mfg. Co., St. Catharines, Ont

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.



Small Tools and
Hardware Specialties
Hack Saws and Frames

Crescent Line

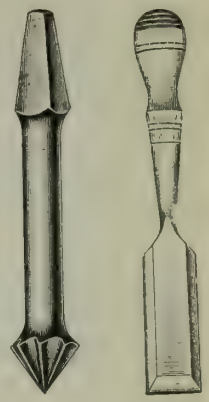
A reliable, salable line of goods that are made up to a standard of quality that holds your customers and builds future sales.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company
Meriden, Conn.



"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

THE

LAIDLAW

LAIDLAW

SINGLE LOOP

Largest Stock in Canada

BALE-TIE

Prompt Shipments

CROSSHEAD

LAIDLAW

CO., LTD.

Head Office and Factory: **HAMILTON, ONT.**

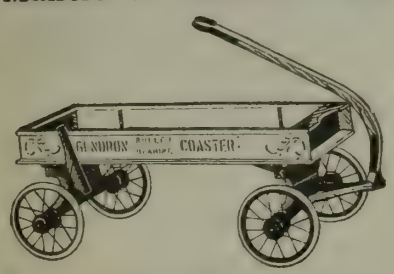
WIRE

All Sizes, Any Finish, Every Purpose

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

THE BUYERS' GUIDE

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Records, Talking Machine
The Musical Merchandise Sales Co., Toronto, Ont.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Tuttle & Bailey, Bridgeburg, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Montreal, Que.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope Grips
Coleman Fare Box Co., Toronto.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.
Brantford Cordage Co., Brantford, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber, Vulcanizing
Adamson Mfg. Co., Hamilton, Ont.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Sap Pans
Steel Trough & Machine Co., Ltd., Tweed.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.
Williams & Wilson, Ltd., Montreal, Que.

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Scoops
Canadian Shovel & Tool Co., Hamilton, Can.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screw Drivers
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shingle
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels
Canadian Shovel & Tool Co., Hamilton, Can.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Martin Arms & Mfg. Co., Gladstone, Man.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silo Lugs
Otterville Mfg. Co., Otterville, Ont.

Silverware
Cavehill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hysiop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dodson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too

ASK FOR CATALOG NO. 25HM.

9F

Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

D. A. MACDONALD, 141 Bannatyne Ave., WINNIPEG, Man. Sales Representatives for Manitoba

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

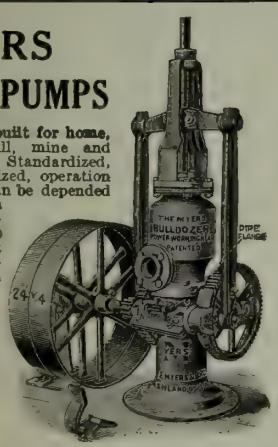
BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND OHIO

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba—Bissett & Webb, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE BUYERS' GUIDE

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sporting Goods
Hingston Smith Arms Co., Ltd., Winnipeg, Man.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The New Perfection Sprayer Co., Galt, Ont.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
National Mfg. Co., Sterling, Ill.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth., Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Lloyd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
The National Enameling & Stamping Co., St. Louis, Mo.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
Prentiss Wabers Stove Co., Grand Rapids, Wis.
Record Foundry & Machine Co., Moncton, N.B.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.
The National Enameling & Stamping Co., Chicago, Ill.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.
The Prentiss Wabers Stove Co., Grand Rapids, Wis.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Curtain
Otterville Mfg. Co., Otterville, Ont.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.
Otterville Mfg. Co., Otterville, Ont.

Stucco Board
Bishop-ic Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.
Steel Trough & Machine Co., Ltd., Tweed, Ont

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Rutterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Cavehill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thermometers
Wilder-Pike Thermometer Co., Inc., Troy, N.Y.

Thermos Bottles
Thermos Bottle Co., Ltd., Toronto, Ont.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinners
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
The McClary Mfg. Co., London, Ont.
Soren Bros., Toronto, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.
B. & S. H. Thompson & Co., Ltd., Montreal, C

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
C. Drew & Co., Kingston, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Jones & Shipman Ltd., Leicester, Eng.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rapid Tool & Machine Co., Ltd., Montreal.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tool Cases
The Pilliod Lumber Co., Swanston, Ohio.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Coleman Fare Box Co., Toronto, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
Coleman Fare Box Co., Toronto.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Wakyte Mfg. Co., Winnipeg

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H W. Johns Manville Co., Toronto, Ont.

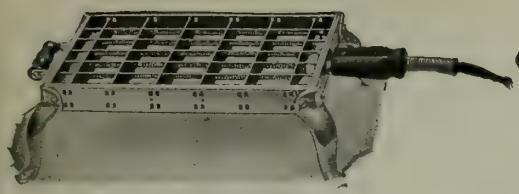
Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

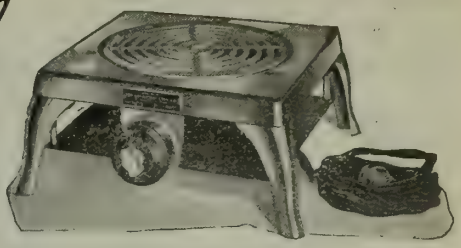
Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.
The Wakyte Mfg. Co., Winnipeg

National ELECTRIC

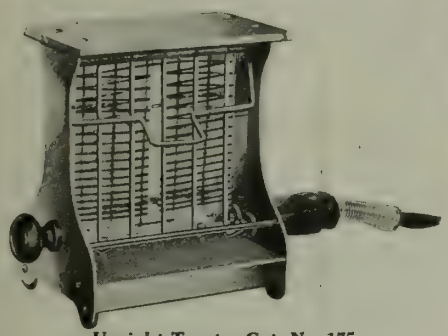


Toaster Stove Cat. No. 180



One Burner Hot Plate Cat. No. 300

Heatray Heater Cat. 1210



Upright Toaster Cat. No. 175

Two Burner Hot Plate Cat. No. 310

The National Electric Heating Co., Limited

Toronto, Canada

Ask for Catalog "C"

THE ARRIVAL OF SPRING MEANS A RUSH ON SPRAYERS

COLLINS LINE IS COMPLETE

WE ARE READY TO GIVE PROMPT SERVICE

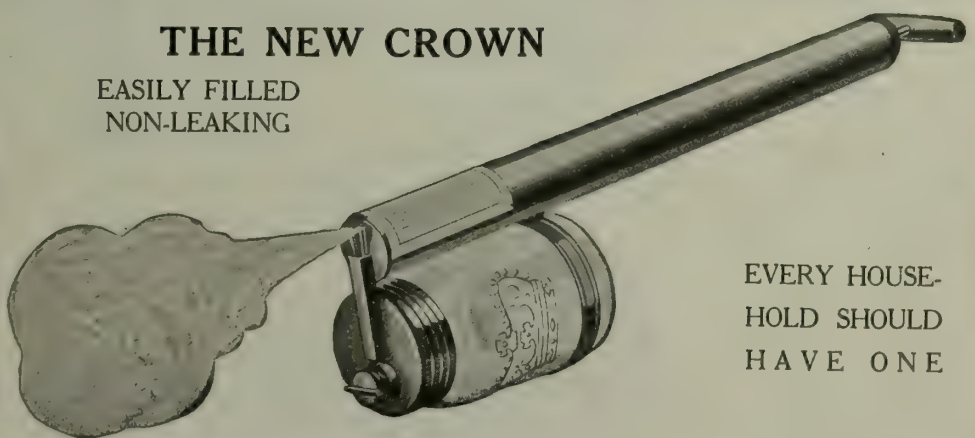
SATISFACTORY GOODS at SATISFACTORY PRICES Gives You SATISFACTORY PROFITS

THE STURDY

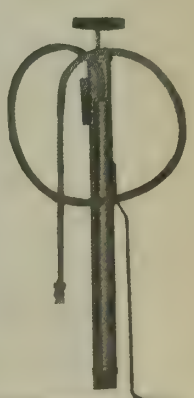
Strong tank with one hand control, misty nozzle

THE NEW CROWN

EASILY FILLED
NON-LEAKING



Handy Whitewash
Fits any bucket
Continuous Spray



EVERY HOUSE-HOLD SHOULD HAVE ONE

THE COLLINS MFG. CO., TORONTO

THE BUYERS' GUIDE

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tube Rubber
K. & S. Canadian Tires, Ltd., Toronto, Ont.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Brass
B. & S. H. Thompson & Co., Ltd., Montreal, Que.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
K. & S. Canadian Tire and Rubber Co., Ltd., Toronto, Ont.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
The Rapid Tool and Machine Co., Ltd., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagons
Woodstock Wagon Co., Woodstock, Ont.

Wagon, Coasters
Canadian Buffalo Sled Co., Ltd., Preston, Ont.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Wall Finish
British America Paint Co., Ltd., Victoria, B.C.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Otterville Mfg. Co., Otterville, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
A. R. Lundy, Toronto.
Maxwells Ltd., St. Marys, Ont.
Maytag Co., Ltd., Winnipeg, Man.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
McDonald & Willson, Ltd., Toronto.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Best Weatherstrip Co., Ltd., Hamilton, Ont.
Coleman Fare Box Co., Ltd., Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.
The Swan Mfg. Co., Winnipeg, Man.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Weeders, Garden (hand)
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
A. M. Bell & Co., Ltd., Halifax, N.S.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Lewis Bros., Ltd., Montreal.
A. Prudhomme & Fils, Ltd., Montreal, Que.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield., Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Edgar C. Guthard Co., Chicago, Ill.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Lewis Bros, Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Williams & Wilson, Ltd., Montreal, Que.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
Plewes, Ltd., Winnipeg, Man.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal,

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

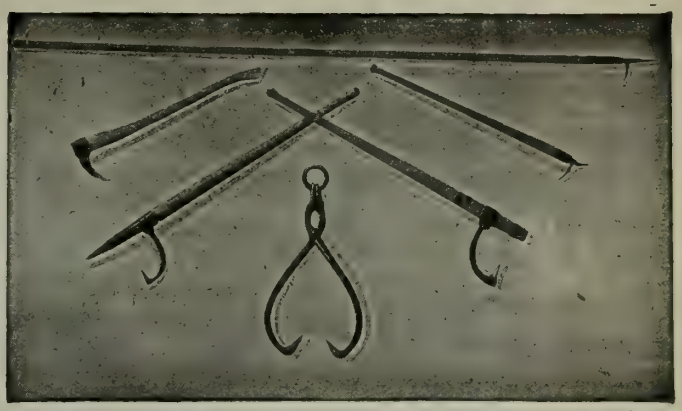
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



MAYHEW

"Every blow of the hammer refines the steel"

No. 490 Punch Set

These are punches that sell themselves

Your mechanic customers will appreciate the quality of these Mayhew punches. Just set this attractive display of hand-forged, electrically tempered punches where customers can see and handle them. Your sales of punches will increase, and your list of permanent customers lengthen. One Mayhew tool sold means a user who desires other Mayhew tools.

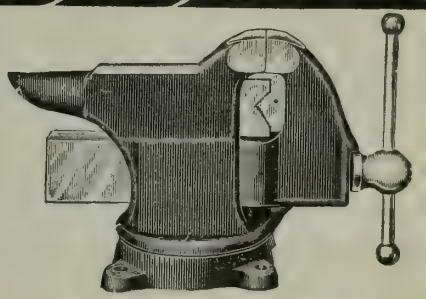
MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

CAMPBELL AGENCIES
McKinnon Building Toronto, Canada

MAYHEW MADE TOOLS ARE RIGHT

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

Factory and Office:

Rock Island Mfg. Co.

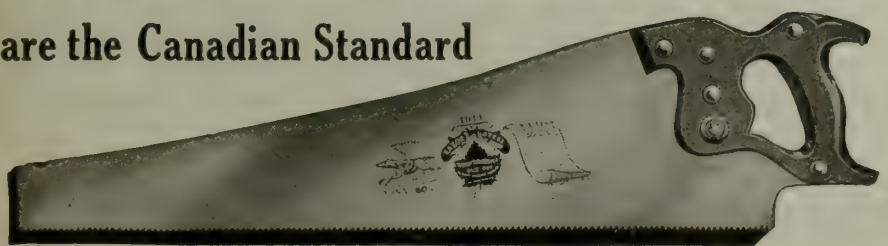
Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.

MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell Maple Leaf Hand Saws in full confidence that "worth while" prestige for your store will be the logical result.

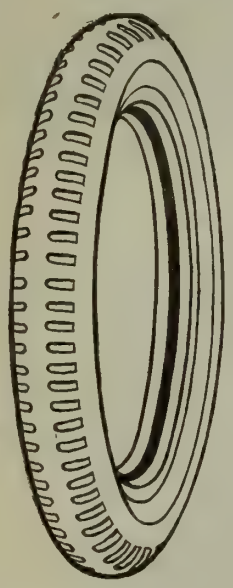
Shurly-Dietrich Co.
LIMITED

GALT - CANADA

One Fact You Cannot Overlook!

This Will Be The Greatest Tire Season in History

If you are not handling V.D.L. tires you are overlooking a lifetime's opportunity. This season promises to far out-reach all previous years for tire demand. V.D.L. dealers will be pleased to learn that they will again be assisted by a Dominion-wide advertising campaign.



V D L TIRES

Order Now and Get Results

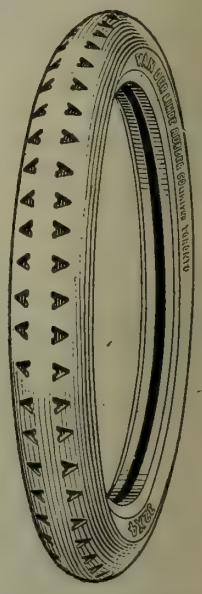
The purchase of V.D.L. tires offers a profitable opportunity to all garages and dealers. If you are wise you will get behind this business-builder at once. Every size a super-size. Book your order with any of the following distributors:—

Merrick-Anderson Co. Ltd., Winnipeg, Man.
Miller-Morris Hardware Co., Ltd., Winnipeg, Man.
Wood, Vallance & Leggat, Ltd., Vancouver, B.C.
Eug. Julien, Ltd., Quebec, P.Q.
Crowell Bros., Halifax, N.S.
A. Chown & Co., Kingston, Ont.
The Chapin Co., Calgary, Alta.
Western Cycle & Motor Co., Regina, Sask.
Hurtubise Ltd., Montreal.

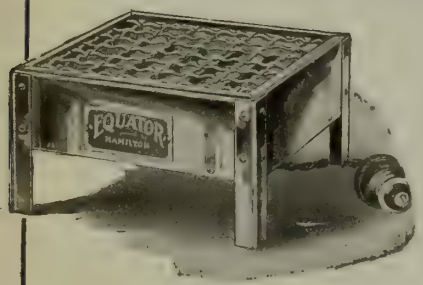
Hand-made and Guaranteed by

VAN DER LINDE RUBBER CO., LIMITED

Toronto -- Ontario



Equator Toaster Stoves



Several Types

Less Cost

More Profit

and always

Make Good

500 Watts Cat. A 3, H.E.P.C., App. 115

Equator Mfg. Co. HAMILTON CANADA

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
143 University Ave. Toronto, Can.

Hardware and Metal's Audited Circulation

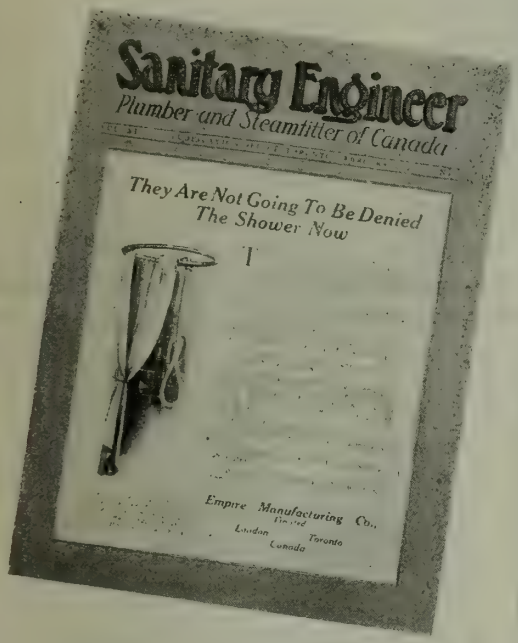
There is no secret about HARDWARE AND METAL'S circulation. It is audited by the A.B.C. —the best authority in the world—and above all, the paper is read by practically every worthwhile hardware buyer in Canada. There is no waste circulation in HARDWARE AND METAL. It is the paper to use if you have a message for the Canadian hardware trade. HARDWARE AND METAL carries more business than any other trade paper in Canada, and is read more closely than any other paper. HARDWARE AND METAL will carry your message to the hardware trade of Canada.

HARDWARE & METAL

Canada's National Hardware Weekly

Montreal **Toronto** **Winnipeg**

Do You Conduct A Plumbing And Heating Department?



The livest, up-to-date sanitary plumbing and heating engineers in Canada are subscribers to SANITARY ENGINEER, **Plumber and Steamfitter of Canada.** This live, breezy paper coming out twice monthly with a large volume of practical and interesting information for its readers is available at the cost of $1.00 per year, or less than 5c per issue. For the small sum of $1.00 you receive 26 issues filled with interesting editorial information and bright, newsy advertising pages giving news and information regarding new goods and the latest developments in plumbing and heating goods.

If you conduct a plumbing and heating department and you are not yet a subscriber to SANITARY ENGINEER, you are overlooking one of the best investments you could possibly make.

Read This Interesting List

Read the following, giving a brief summary of editorial information in the April 1 issue:

"PLUMBING REPAIRS WILL BE CASH." A story telling how 10 Brantford plumbing firms have placed their businesses on a cash basis.

"RIGHT ON THE JOB—GET BUSINESS." An illustrated story telling how Brousseau and Frere, Quebec, Que., have built up a big business on a small beginning. Their methods are described in this issue.

"SASKATCHEWAN CONVENTION REPORT." A detailed report of the convention of the Saskatchewan Society of Sanitary and Heating Engineers held at Saskatoon.

"CONTRACTS AND CREDITS." An address delivered by Neal Beaton, of Beaton & Brady, Saskatoon, before the Saskatchewan Convention.

"SEWAGE DISPOSAL FOR SMALL COMMUNITIES." Fourth article of a splendid series of articles by B. T. Ellis for which SANITARY ENGINEER has the exclusive publication rights for Canada.

"VENTILATION AND EXHAUST SYSTEMS." An address delivered by C. W. Keniston at a recent convention held in Milwaukee.

"TEST YOURSELF WITH THESE QUESTIONS." A test which you can apply to yourself. It consists of 65 questions and will enable you to check up the results of your personal effort and also of your business.

"RUMOR OF A TAX ON SALES IN CANADA." Details regarding the proposed turnover tax and how it will work out.

"MONTREAL CRAFT SEES ENCOURAGEMENT." A page of interesting information regarding the activities of the Montreal organization.

"THOUGHTS." By Napolean Hill—a page of inspirational reading matter.

"BUILDING ACTIVE DURING FEBRUARY." Complete Details regarding the building permits issued in Eastern and Western Canada cities.

"EDITORIAL." Success and Profiteering—Under Production and Over Production—Increasing Sales—Turnover Tax—Causes of Inflation—Are You Insured?

"NEWS FROM HERE AND THERE." A bright breezy page giving news gathered from various sources.

"MARKET CONDITIONS AND TENDENCIES." Two pages of bright accurate market information giving actual prices quoted on goods used by the plumbing and heating trade.

The above is a partial list of the editorial contents of the April 1 issue.

The April 15th issue contains, among other features, a complete report of the Ontario Society of Domestic Sanitary and Heating Engineers' Convention, held at Toronto.

Pin $1.00 to the coupon below, mail it to the address given below, and you will immediately start receiving twice monthly a paper that is easily worth more than the subscription for any one single issue. SANITARY ENGINEER is one of the sixteen papers published by the MacLean Publishing Company. It has been published twice monthly since 1907. Most good plumbing and heating engineers are now subscribers. If you are one of the few not subscribing, **ACT NOW.**

"Take the Paper that gives the News while it is News"

SANITARY ENGINEER, Plumber and Steamfitter of Canada,
MacLean Publishing Company, Toronto, Can.
Enclosed find $1 (one dollar) for which send SANITARY ENGINEER for one year to the address below:

Name .....

Address .....

Town or City.....

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

Look Well to Your Stock of C. & L. Fire Pots and Torches

No. 1 Fire Pot
List Price, Each $27.20
Ask for Discount.

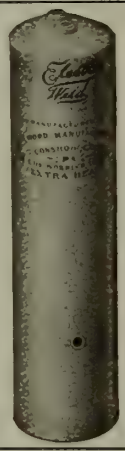
And be in position to quickly supply the increasing demand. There are many rush orders for repairing and new work and the user can do his work quicker and better with a great big saving in fuel expense by using the best Fire Pots and Torches on the American market, for they are made by experts, skilled in the line, from the best materials that money can buy. Jobbers supply at factory prices. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

Canada Wire and Iron Goods Co.

Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens

Hamilton - - Canada



Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Chair Seats—In Three Ply Veneer Staple Patterns

Every C. V. C chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sand-papered and finished with real church-pew varnish.

Ask for samples, and compare with any other make

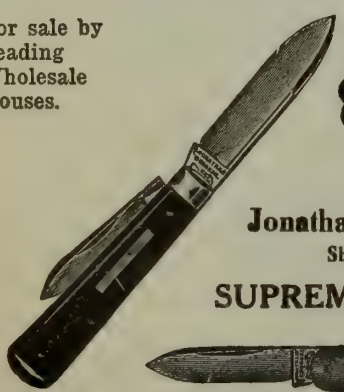
Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal

CRANE MALLEABLE FITTINGS

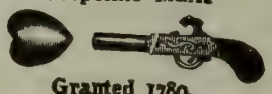
CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.

For sale by Leading Wholesale Houses.

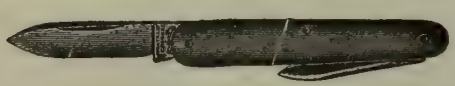


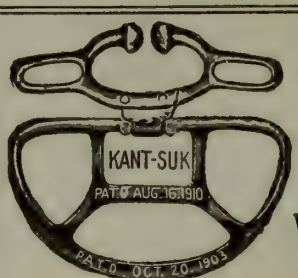
Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY





Cow and Calf Weaner

Impresses Every Stock Owner
KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

SPONGES

(British and West Indian)

Highest Quality Unbleached

Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited

(Importers and Exporters)
Head Office and Warehouse
247 St. Paul St. West, Montreal.
Toronto Office 8-10 Wellington St. East, Toronto, Ont.

MADE IN CANADA

Blacksmith's Boiler Makers' Machinists' AND Pipe Fitters' Tools

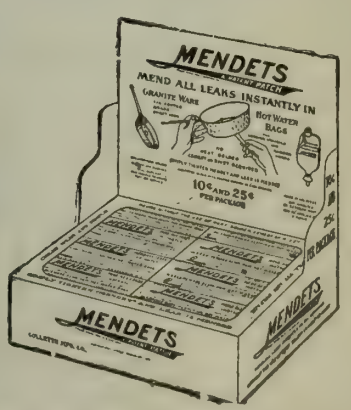
Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

MENDETS
A PATENT PATCH

Millions of Boxes Sold
They Sell Themselves

Collette Mfg. Company
Collingwood, Ont.
Your jobber has them



Twice a Month

"The Face in the Target"

The first of a series of mystery stories by the famous English author, **Gilbert K. Chesterton,** appears in the April 15th issue of MACLEAN'S.

Chesterton has created a new character in fiction—Horne Fisher who solves the mystery presented in each of the eight stories in the series: Fisher is greater than Chesteron's "Father Brown," more original even than Sherlock Holmes. This series promises to set a new mark in the fiction of mystery and crime detection. **MACLEAN'S MAGAZINE** is most fortunate indeed in being able to offer Horne Fisher and his exploits as a regular feature.

Canada Wants No Navy

A poll of press opinion shows that Canada does not favor the launching of plans for a navy at the present time. In this issue appears a careful summary of newspaper opinion on the question demonstrating that the editors of the Dominion—Liberal, Conservative, Unionist, Agrarian, whatever they may be—are almost unanimously against such a step. In every issue MACLEAN'S takes the problem uppermost in the public mind and, by summarizing newspaper opinion presents what is probably the consensus of opinion—the voice of Canada.

Entertaining Fiction

In addition to the Chesterton story which, by the way, is one of the important events of the year in the realm of fiction, there appears a splendid list of stories in this number, including serials by—

Basil King—The Thread of Flame.

Arthur Beverley Baxter—The Parts Men Play, and short stories by—

Robert W. Chambers—Pasque Florida.

Edith G. Bayne—Light of Morning.

Great Men of the Key

By Floyd S. Chalmers

An article on the successful men in Canada who started in life as telegraph operators, and why they succeeded. It is a surprisingly long list.

Binding the West With Bands of Steel

By J. L. Rutledge

The story of M. J. Haney, who built several sections of the C. P. R. through the West — a record of the days when men fought against great odds — nature and time and the unscrupulousness of other men. It is both a thrilling and entertaining tale of how great difficulties were met and overcome, with sidelights on the characters of the big men who figured at the time, including Strathcona and Van Horne.

One Hundred Magazines in One

In the Review of Reviews section, which is made up of reprints of the best articles appearing in all magazines and periodicals the world over, are the following:—

The Facts About Fiume.
Will Tories and Liberals Unite?
Milk the Absolute Essential
Has Morgan Ousted the Rothschilds?
Do Most Men Dislike Their Wives?
Britain Dominates Commercial Brazil.
Who Shall Control the Dardanelles?
The Krupp Works in Peace.
Pearls That Grow and Increase
What Does Your Face Show?

You pay no added exchange when you buy Canada's National Magazine

Over 80,000 Canadian Families Read

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

APRIL 15th ISSUE *Now on Sale at All News Dealers* ***20c***

Just a Few Tools

We make a lot more —but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.
234 Griswold St.
WARREN : OHIO

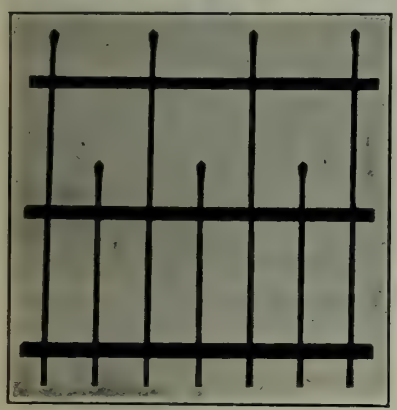
GERMANTOWN
LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.



IRON FENCING,

of various designs,
WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited
Wire Works, St. Henry
MONTREAL

Call in "Kent-Garvin" when a job looks too big

Perhaps a new factory is opening up in your town, an apartment or public building which looks too big for you to tackle is in prospect.

Wire us and we will help you out. Be our agent in your district. We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fire-place fittings, etc.

Let us serve you.

WE COVER WESTERN ONTARIO AND NIAGARA PENINSULA

KENT-GARVIN CO., LTD.
HAMILTON

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipments.*

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

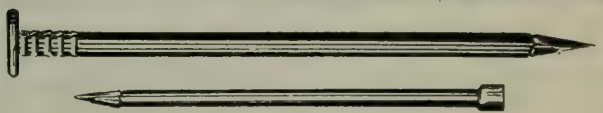
J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

King of the Field Corn and Bean Planter

Is a good seller that gives satisfaction

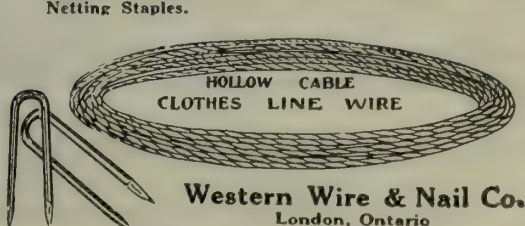
Our stock is ready for shipment. Spring is near, so order now and be in a position to supply your customers.

Otterville Mfg. Co. Limited
Otterville, Ont.



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 12"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

F. E. LINDSTROM
SWEDEN

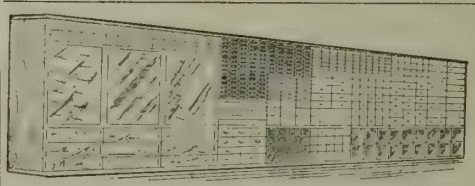
PLYERS

Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG

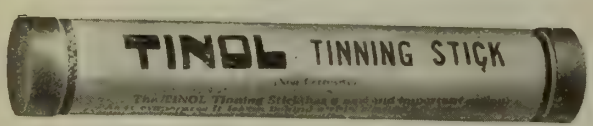


Cameron Fixtures

Wall Cases, Screw Cases,
Display Counters, Shelving

Cameron & Co.
74 Logan Ave. Toronto.

TINOL STICK (NON-CORROSIVE)

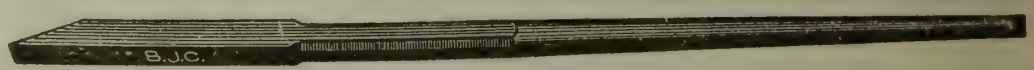


The TINOL Tinning Stick is a new form of solder and flux combined, as it contains a large percentage of solder, when the stick begins to melt it not only fluxes the joint to be soldered, but tins it as well. This feature enables the solder to flow freely on difficult and small work. As it contains no form of acid, there is no danger of after corrosion. It can also be used for all kinds of tinning without the use of solder.

One of the lines of TINOL Products
Manufactured by Hess & Sons, Philadelphia, Pa.

Canadian Selling Agent: E. G. GOODERHAM, 24 King St. West, Toronto

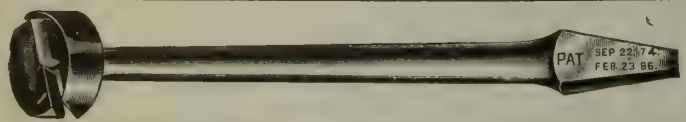
CROW BARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES

Made in Canada by

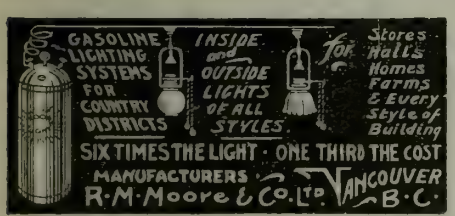
Canada Decalcomania Co., Limited

354-370 Richmond St. W., Toronto, Can.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal



TRANSFERS

FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H. BUTCHER & Co BIRMINGHAM

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

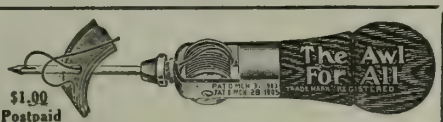
Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices

MILLS AT DOON, and KITCHENER, ONT.

DOMEKO GENUINE BABBITT

The Babbitt that always pleases

For High Speed, Electric Motors, Heavy Pressure Service, Main Engine Bearings, and Crank Pin Boxes, it is not excelled

Catalogue on request, and prices quoted delivered any part of Canada via rail.

The Dominion Metal Company, Limited
Sherbrooke, Que.

CLIMAX PAPER BALERS

ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

Northern Electric

Tape Splice

Insist on these Brands

Northern SPECIAL

Northern VICTOR
NOR-EL-CO

Northern Electric Company
LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

FIRST-CLASS CLERK FOR HARDWARE store wanted. State age, experience and salary wanted. Apply to E. H. Rudy, Guernsey, Sask.

WANTED—TINSMITH FOR COUNTRY WORK. Apply stating salary and experience. Box 382 Hardware and Metal.

WANTED—TWO EXPERIENCED HARDWARE clerks for our retail store. Good position for aggressive, ambitious young men. State whether married or single, previous business experience, where, and with whom. The Bond Hardware Company, Limited, Guelph, Ont.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

FOR SALE

FOR SALE—HARDWARE STOCK AND BUILDing located on main thoroughfare in Toronto. Building has frontage of 30 feet, double windows. Property has depth of 120 feet with living apartments above. Stock about $10,000. Will be sold at invoice price. Building, $15,000, worth more. Turnover about $35,000 annually. Could easily be doubled. Business established ten years by the present owner, who is retiring. This is considered by the jobbers as one of the best in the city. Cash required, $5,000 on building and $3,000 on stock to good reliable person. Apply A. G. Manley, 65 Ozark Crescent, Toronto, Gerrard 7031.

HARDWARE AND METAL BUSINESS IN Head of Lakes city. Stock about $6,000. Good reasons for selling. Box No. 211, Hardware and Metal.

ONE SET TINSMITH TOOLS FOR SALE FOR $90. Mrs. Annie Ronalt, hardware, Bayfield Ont.

FOR SALE—TINNER'S TOOLS, NO. 1 FOOT Squaring Shears, No. 3 Bench Shears, Double Seamer, Groover, Circular Shears, Former, Folder, Beader, Small Turner, Setting Down Machine, Wiring Machine, Small Burr, Folder, Gutter Beader, Mandrel Stake, Steel Letters and Figures. Will sell separately or together. Also two new No. 3 Tubular Separators latest style. Wanted one lever punch. J. W. Fleming & Son, Blenheim

FOR SALE—HARDWARE BUSINESS IN CENtral Alberta; a splendid opportunity for man with eight thousand or more capital; stock will run about thirteen thousand. Box 203, Hardware and Metal.

SITUATION WANTED

HARDWARE SALESMAN WISHES EMPLOYment in first-class hardware store in good country town. Have been in the business for many years, also have good clerical knowledge. Some time in the future if all is satisfactory could put cash in business. Some person who has made a success and wishes to get out will do well by replying to Box 205, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, La Prairie (Mont-

Opportunities are offered every week on this page.

Are you making use of them?

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Have You Received Hardware and Metal Stock Electro Catalog?

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

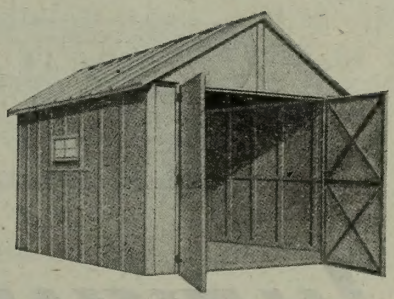
Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Maso , 839 Beatty Street, Vancouver.

O-Rib-O

Steel Clad Garages



Easily set up by unskilled labor. Made in sections; can be extended by changing 12 bolts. 8-ft. doorway. Entrance door 28 inches. Two windows, 2 x 2 feet.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

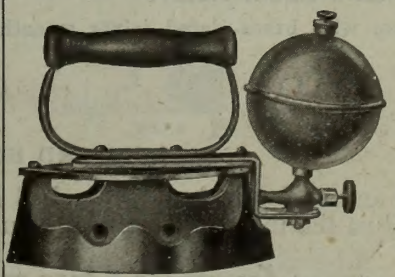
MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

INDEX TO ADVERTISERS

A

Acme Waste Mfg. Co., Ltd.. 106
Allen & Co., Ltd., L. B..... 82
American Enameled Products Co. 20
American Grinder Co. 18
Ashdown Hardware Co., J. H.. 83

B

Barnett Co., G. & H. 77
Barrett Co., The 87
Beatty Bros., Ltd. 73
Berry Bros. 63
Bissett & Webb, Ltd. 82
Brantford Roofing Co. 12
Brett Co., The 82
British Smelting and Refining Co. 21
Butcher & Co., J. H..... 111
Butterfield & Co. 9

C

Cameron & Co. 110
Canada Cycle & Motor Co.... 69
Canada Decalcomania Co., Ltd. 111
Canada Metal Co. 69
Canada Steel Goods Co., The.. 3
Canada Wire and Iron Goods Co. 106
Can. Foundries & Forgings Co. Ltd. 19
Canadian General Electric Co. 93
Canadian Polishes, Ltd. 20
Canadian John Wood Mfg. Co. 106
Canadian Tube & Iron Co.... 107
Canadian Veneering Co. 106
Canadian Yale & Towne Co.. 20
Hamilton Carhartt Cotton Mills Co. 23
Caron Bros. 111
Clayton & Lambert 106
Cleveland Stone Co. 20
Climax Baler Co. 111
Coghlin Co., Ltd., B. J..... 110
Collette Manufacturing Co.... 107
Collins Mfg. Co. 101
Corning Glass Works 91
Crane, Limited 106
Crescent Co., The 97
Crooks & Son, John..... 106

D

Davidson Mfg. Co., Ltd., The. 71
Dayton Scale Co.....Back Cover
Diamond Saw and Stamping Works 111
Dominion Cartridge Co. 26
Dominion Metal Co., Ltd..... 111
Dominion Sheet Metal Corporation 75
Doon Twines, Ltd. 111

E

E. B. Eddy Co. 15
Equator Mfg. Co. 110
Eureka Planter Co. 28
Evans, W. T. 111
Evans & Co. 107
Excelsior Wire Co., Ltd. 110

E

Foster Pottery Co. 111

G

Gendron Mfg. Co. 97
Geneva Cutlery Corp. ..... Inside front cover
Glidden Co., The 61
Gooderham, E. G. 110
Graham Nail Works 95
Greb Co., The 110
Great West Electric Co. 81
Guelph Spring & Axle Co.... 111
Gutta Percha & Rubber Co.. 8

H

Hamilton Cotton Co. 97
Hamilton Stamp and Stencil Works, Ltd. 111
Hamilton Stove & Heater Co. 6
Howland, Sons & Co., H. S... 1
Hutton & Co., James 109

I

Imperial Bit & Snap Co..... 106
Imperial Oil Co., Ltd..... 17
Ingersoll File Co. 14

J

Jacobs Mfg. Co. 12
Jardine & Co., A. B..... 107
Jennings Mfg. Co., Russell.... 111
Johnson & Sons, C. H. 109

K

Kent, Garvin & Co. 109
Kinzinger, Bruce & Co., Ltd.. 111
Laidlaw Bale & Tie Co..... 97

D

Lamplough & Co., F. W..... 110
Landers, Frary & Clark 3
Leslie & Co., Ltd., A. C. 28
London Rolling Mills Co. 99
Lufkin Rule Co. of Canada, Ltd. 114

M

Manitoba Steel & Iron..... 81
Martin Co., The L..... 109
Mayhew Steel Products Co.... 103
McArthur & Co., Alex 95
McDougall Co., R. 24
Meaford Wheelbarrow Co. 65
Megantic Broom Co. 24
Merchants Hdwe. Specialties, Ltd. 82
Mica Co. of Canada, Ltd.... 111
Mickelson Co., Anton 82
Ministry of Munitions 67
Moore & Co., R. M. 111
Moore & Co., Ltd., Benjamin.. 59
Morrison Brass Co., James.... 13
Morrow Screw & Nut Co., Ltd., John 89
Myers & Bro., F. E. 99
Myers Co., C. A. 111

N

Nagle & Co., H. 24
National Electric Heating Co.. 101
National Stamping & Elec. Wks. 113
Niagara Falls Metal Stamping Co. 99
Nicholson File Co. 25
North Bros. Manufacturing Co. 16
Northern Bolt, Screw & Wire Co., Ltd. 99
Northern Electric Co., Ltd..... 111
Nova Scotia Steel & Coal Co.. 99

O

Oakey & Sons, John 113
Ontario Plate Glass 113
O-Rib-O Mfg. Co. 113
Ottawa Paint Works, Ltd.... Inside back cover
Otterville Mfg. Co. 109
Owen Sound Wire Fence Co... 111
Owl Metal Co., Ltd. 110

P

Parmenter, Bulloch & Co..... 95
Pilliod Lumber Co. 19
Pink Co., Thos. 103
Prairie Chemical Co. 82
Prairie City Oil & Mfg. Co... 82
Progressive Mfg. Co. 110

R

Ramsay & Son, A. ..Front cover
Reed & Co., George W..... 15
Renaud Motor Supply Co..... 25
Rock Island Mfg. Co..... 103

S

Savage Arms Corp. 5
Sherwin Williams Co. 44-45
Shurly Co., T. F. 77
Shurly Dietrich Co. 103
Simms & Co., T. S. 63
Starrett Co., L. S. 4
Stephens Co., G. F. 79
Still Mfg. Co., J. H. 77
Sturgeons, Limited 113

T

Tallman Brass & Metal Ltd..24-71
Taylor-Forbes Co., Ltd..... 16
Toronto Plate Glass Importing Co. 77
Trees & Co., Samuel 14
Trimont Mfg. Co. 71
Turner & Sons, J. J..... 109

U

Union Iron & Metal Co..... 73
United States Sand Paper Co.. 73

V

Van Der Linde Rubber Co..... 21
Vol-Peek Mfg. Co. 24

W

Warren Tool & Forge Co..... 109
Western Wire & Nail Co..... 109
Wiebusch & Hilger, Ltd..... 11
Wilckes-Martin-Wilckes Co..... 111
Wilkins Co., Geo. H. 111
Wilkinson & Kompass 113
Williams & Co., J. H. 10
Wilt Twist Drill Co. of Can., Ltd. 7
Wood, Vallance, Ltd. 85
Woods & Co., Walter 13
Wrought Washer Co. 13

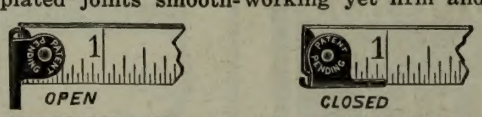
LUFKIN SPRING JOINT WOOD RULES

Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.



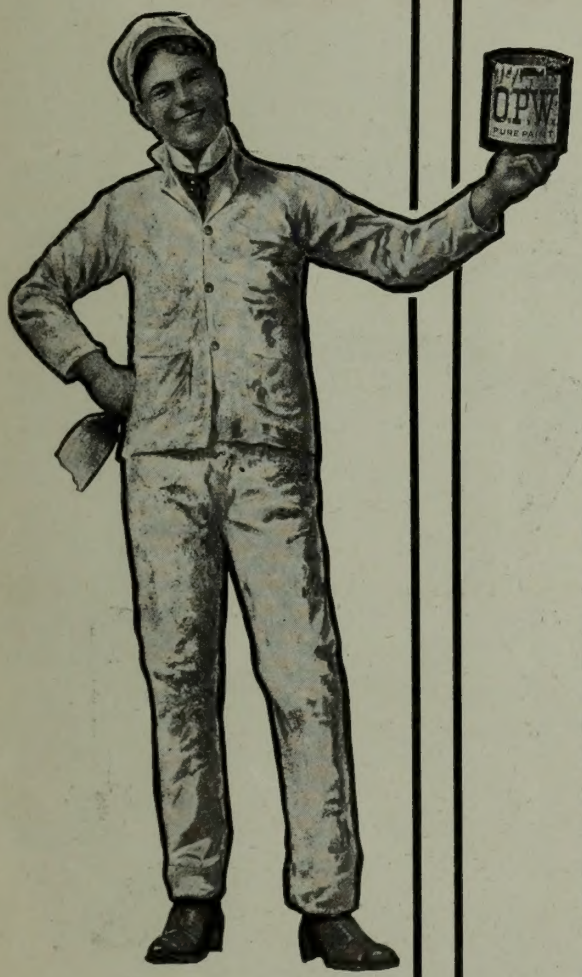
FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of *LUFKIN* Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade-Mark Registered



O

Is for O. P. W. outside and other paints. Old observers obtain objects, open opportunities, and offer optimistic opinions on O. P. W. Occasions of O. P. W. outliving others often occur.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose."

Metal Painting Season

Metal Painting should be done in a temperature of about 60°F. If the painting is done on metal which is too cold the work may have to be repeated with the metal at the correct temperature.

Impress on your customers the importance of this matter of metal painting. In every case where corrugated iron garages, automobiles, tanks, lawn furniture, iron fences, etc., are to be painted, advise your customers to attend to this in warm weather. Your customer, for instance, should not paint his car in a cold garage, but should wait for favorable weather and "nurse" the finish outdoors until well hardened.

One of the most important essentials in painting metal is the use of O.P.W. paints.

The O. P. W. Dealer-Agency Plan Makes Your Paint and Varnish Department a Joy

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

At Last—

a real Dayton Scale for the Hardware Trade

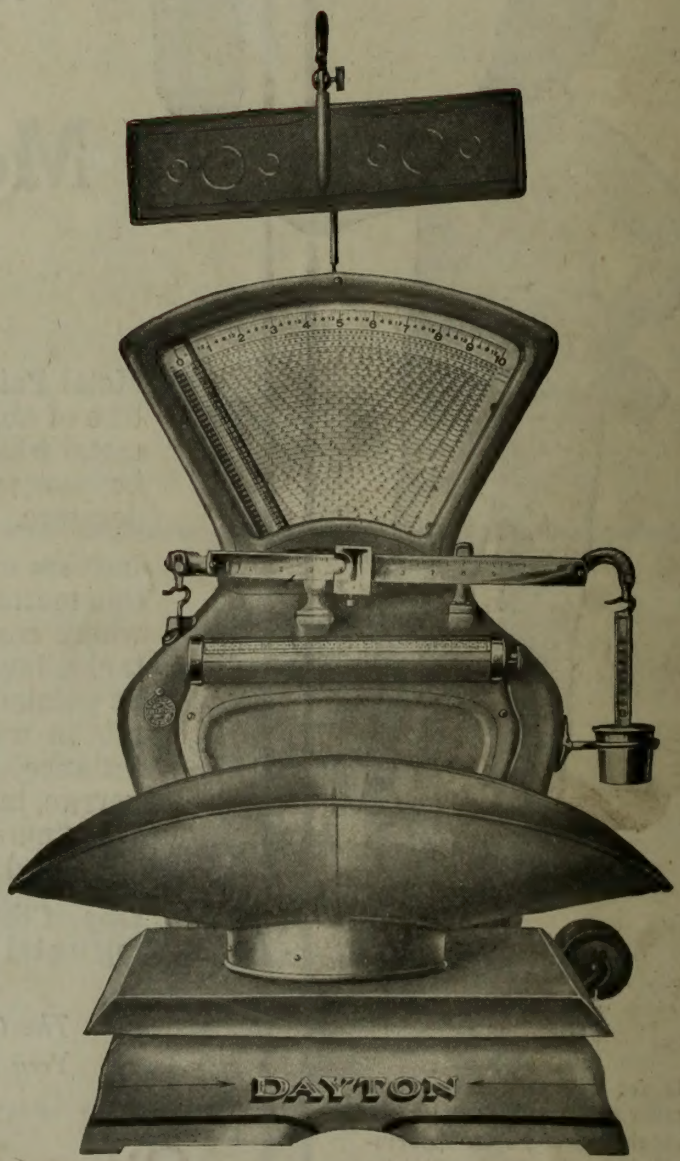
Every other merchant has had the money-saving benefit of "Dayton brains" but the hardware dealer.

You have been on our minds for a long time, however, but your needs have been away out of the ordinary. And we didn't want to come to you with a Dayton Scale that wasn't the last word in scale perfection.

We have it now. It automatically shows weight, price and value. It saves time and labor. It prevents loss. It gets you every cent of value for everything you sell by weight.

Let us send you full information

This is the Dayton for you



Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and General Manager

Branches in all Principal Cities

Division International Business Machines Co., Limited. Also makers of International Time Recorders.